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THE NATIONAL PROVISIONER

PUBLISHED WEEKLY

The Organ of the Meat and Provision Industries of the U. S.

Vol. XIX.

NEW YORK AND CHICAGO, AUGUST 20, 1898.

AUG 23 1898

No. 8

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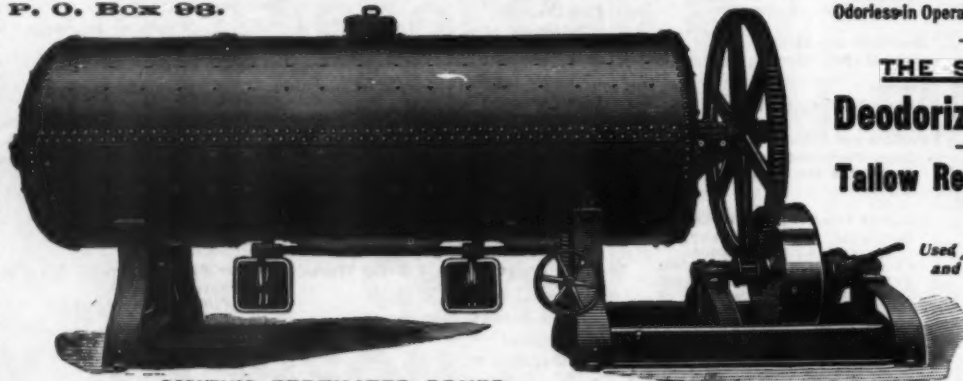
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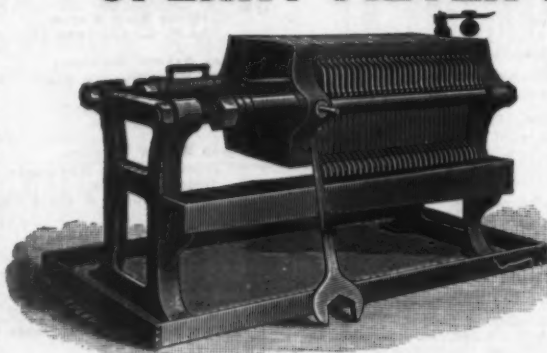
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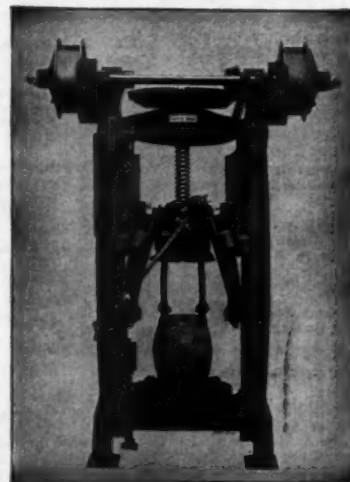
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BY PERUSING PAGE 42.

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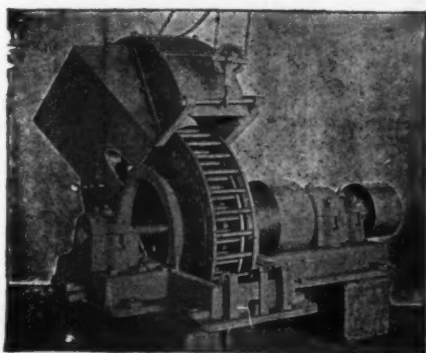
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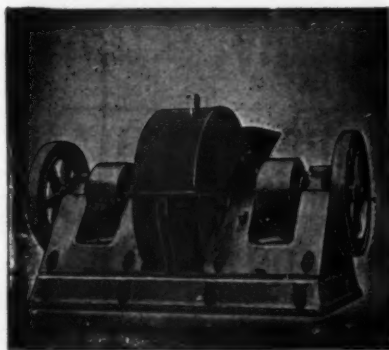
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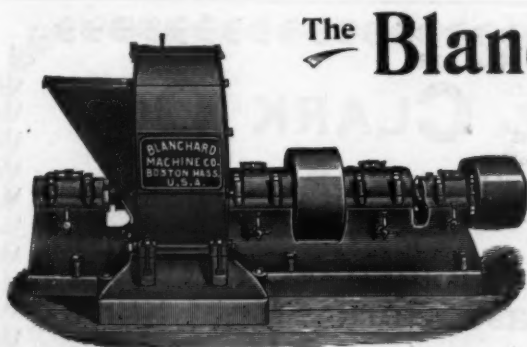
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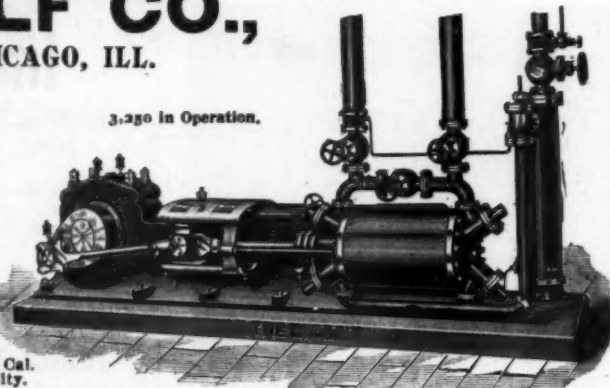
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THE NATIONAL PROVISIONER

The Organ of the Meat and Provision Industries
of the United States

AND
NATIONAL RETAIL BUTCHERS' REVIEW.

PUBLISHED WEEKLY

THE NATIONAL PROVISIONER PUBLISHING CO.

DR. J. H. SENNER, Proprietor.
W. F. OSBORNE, Business Manager.
New York: 284-286 Pearl Street.

TELEPHONE, 865 JOHN.
CABLE ADDRESS, "SAMPAN, NEW YORK."

EDITORIAL DEPARTMENT:

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W. J. BLUE, Western Manager.

Chicago: Rialto Bldg., 135-153 Van Buren Street.

Terms of Subscription until Jan. 1st, 1899:

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United States, per year, \$2.00
All Foreign Countries in the Postal Union
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Correspondence on all subjects of practical interest to our readers is cordially invited, and the cooperation of all packers, mill owners, and superintendents, managers, employees and other thinkers is earnestly desired. Clear, concise articles are especially welcome. News items, local newspaper clippings or any information likely to interest the trade will be thankfully received.

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NEW YORK AND CHICAGO.
Vol. XIX. Saturday, August 20, 1898. No. 8
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THE QUEST FOR EXPORT MARKETS.

The readers of "The National Provisioner" who are interested in the great export movement, now in its infancy, but about to develop into gigantic dimensions, will do well to study carefully Consul General Mason's extensive article on the subject, published in other columns of this issue. The remarkable rise of the German export trade in the last decade was not the outcome of accidental favorable circumstances but exclusively the result of careful methodical and scientific nursing, and the able Consul General who admirably represented for many years the commercial interests of the United States in Frankfort on the Main, had all the opportunities of studying at the high school of training for export.

His practical hints are well worthy of the most careful consideration. That in foreign trade it is not the seller but the buyer who determines the kind of article he wants and the form in which he wants it turned out, labeled and packed for shipment, is an axiom which German merchants recognized to their greatest advantage first of all, while Americans were unduly slow in its reception. The necessity of educating our young men to a practical command of French, German, and Spanish, one or all, combined with an intimate practical knowledge of the commercial methods, currencies, weights, measures, and customs of foreign countries is but a logical consequence of the axiom that the buyer and not the seller determines the success of export.

We are especially gratified to notice that a Republican administration endorsed by publication without comment, the following sentence, which practically overturns the whole present system of tariff legislation: "The old theory that cheap production and high quality of product are incompatible with payment of just and liberal wages to labor has definitely been exploded." The sooner the American laborer himself and the merchant recognize this fact, the more we shall be able to agree with the distinguished Consul General Mason in his closing sentence: "That they will master the science of international commerce, as they have those of cheap transportation and effective production, is as certain as that the closing years of the century are opening for the Republic a new and momentous period of activity and national importance."

And now comes Dr. Hans Brackebusch, of Berlin, a famous German authority on trichinosis, and protests against a publication of the Hamburg butchers which insinuates, as usual, enormous dangers from American products. The learned Doctor states most emphatically that there is no danger of trichinosis whatever from American products on account of the methods of their treatment. Numerous experiments with feeding cats and dogs have entirely convinced the Doctor who, at the same time, states that he thinks no

duties high enough for his taste, if he could but exclude American products. But as to the danger of infection he is at least honest enough to acknowledge the absolute untruth of any assertions as to its existence.

A LESSON FROM THE WAR.

There is always more or less talk in Europe about war. It has been so for a number of years and will perhaps continue to the end of the chapter, which perhaps may close without a blow having been struck.

Our own trouble with Spain, however, has taught its lessons to all countries, and one of these is the absolute necessity of preparation in case at any time a long smouldering spark may be fanned to flame. In this matter of preparation the item of food supplies is an important item. If a war between two European countries—say Russia and England—was to begin to-morrow it would be almost impossible for the armies and navies of either or both to rely on home food supplies, particularly meats.

We hinted at this fully six weeks ago when we commented on the erection of a beef distributing depot in Santiago. Our premises were apparently correct as during the past week the Governments of England, Russia and Japan have placed enormous orders in this country for canned and salted meats. It is also understood that the governments of other countries are likewise negotiating with American packers with a view to placing contracts.

We sincerely trust that this business does not mean another war. It certainly does mean that America is the only country in the world to be relied on in an emergency where large supplies of provisions are needed.

HONORABLE JOHN CUDAHY.

We extend our most cordial congratulations to Mr. John Cudahy on his wonderful recuperation from his troubles of 1893, when he failed for something in the neighborhood of a million and a half dollars. Mr. Cudahy, like many other men doing a large business at the time, found himself cramped for ready money and was, therefore, unable to carry through the deal which he and others had in hand. Then came collapse and Mr. Cudahy and about six others went to the wall on the same day. Such a shock would have staggered most men and relegated them to commercial obscurity for the rest of their lives, but John Cudahy was made of sterner stuff, and almost within twenty-four hours he had made satisfactory arrangements with his creditors and started out again to lay the foundation for a new fortune. Within a few years he promptly met maturing notes to the extent of \$378,000, and within the past few days has cleared off the balance.

There are few cases on record like this. Mr. Cudahy has proved himself to be a man of honor, a man of wonderful stamina and business capacity, and a man whom "The National Provisioner" is proud to know as a friend. We most cordially join in felicitations.

Germany's meat famine need surprise no one. The masses in that country apparently get less consideration than the classes. The people of Germany—the poor people—know that there is no justification for the exclusion of American meats and that such exclusion is maintained for the benefit of the landowners. It is such a system that sows the seed of socialism.

The packers of the United States should combine in an effort to hammer into the heads of our farmers the necessity of providing hogs of a character suitable to market requirements. We don't wish to appear in the role of alarmists, but the writing is already on the wall, as we explained in these columns last week.

In some sections of the country butchers and packers are not quite well posted as to a profitable disposition of what might be termed refuse. This suggestion, for instance, can apply to rejected meats. Very often these are thrown in the fertilizer heap or into the local stream, whereas there is a good market in some of the Southern States for such stuff.

A unique law suit hinging on the substitution of butterine for butter was tried in Minneapolis recently, when it was sought to invalidate a board bill on the above plea. The defendant could not prove his case and so had to pay his board bill. After this the proverbial joke about boarding house pie will have to take a back seat.

In view of the recent demonstration of good feeling between the Presidents of France and the United States and consequently between the countries, it might not be out of order to ask the French Government once more to lop off a few of the restrictions which it has placed in the way of American meats shipped to France.

Three years ago an Australian gentleman representing large slaughtering and live stock interests in that country when on a visit to the United States predicted that sooner or later Antipodean competition would drive us out of the English market. We note with pleasure that America still holds her own.

We congratulate the Department of State at Washington on its latest publication, "Review of the World's Commerce." This is a most comprehensive and carefully compiled work and contains a vast amount of information for merchants who are interested either in export or import trade.

The so-called winter packing season will open about September 1, and it is to be hoped that in the meantime plants have been overhauled, oiled, etc. This is work for dull times and should never be overlooked.

We are as willing as ever to impart information to our readers, in fact, we are in business for that purpose. Such facilities as we enjoy are at the disposal of the trade, so no one need be backward in coming forward.

There is perhaps no weekly trade paper published in the United States which gives its readers such a "quid-pro-quo" for the annual subscription price—\$2—as does "The National Provisioner." Yet we are all the time seeking to improve the publication by the addition of new and useful features.

John Bull is now the best customer the United States has for fresh beef. American beef on English bones is a good combination, and it is little to be wondered at in these circumstances that John talks so much about his kin across the sea.

The expansionist movement is talked of just now to a great extent. If the idea of expansion means the pushing of American goods into all the markets of the world we unhesitatingly indorse it.

How are your credits handled? A very important question which should be often looked into. Regularity of credits is the keynote of success and the bulwark of commerce.

American fresh beef can already be purchased in the cities of Santiago, Cuba, and San Juan, Porto Rico. Another evidence of progressive butchery.

Sandpaper and elbow grease should be in evidence in every well regulated slaughter and packinghouse. Rust is as bad an enemy almost, as fire.

The packer or slaughterer who does not seek advice occasionally is like the man who acts as his own lawyer. He has a fool for a client.

The horse meat question, like the sea serpent story, seems to be buried forever. There has not been a kick in it lately.

Neglect to closely watch the detail work of the packinghouse means the loss of many dollars in the year.

Friday's Closings.

TALLOW—Yesterday (Friday) the market remained slow, with city in hogsheads held at 3%, and bidding scarce. But 100 hhds. city had been sold for the week at 3%, at which the contracts of about 240 hhds. go in. Of country made, sales of 50,000 lb at 3% @ 3%, as to quality.

OLEO STEARINE.—A little city has been scoured by the lard refiners at the 5c. price, in view of the offerings of Western delivered here at that. Sale of 50,000 lb at 5.

COTTONSEED OIL.—There was a dull market for the day at the line of prices elsewhere quoted.

The G. H. Bushnell Press Co., in Thompsonville, Conn., with a force of 40 hands, is running until 9 o'clock every evening on rush orders for machinery for mills in Meriden and Jackson, Tenn. The company has also orders for machinery to supply five cottonseed oil mills now building in the South.

The N. Y. Board of Health meat inspectors for the week condemned the following quantities of meats: Beef, 1,200 lb; veal, 1,350 lb; mutton, 300 lb; hogs, 20,985 lb; livers, 20 lb; tripe, 10 lb.

Tariff Regulations for Manila.

The floating of the American flag over Manila was followed Wednesday in Washington by the prompt promulgation by the authorities of regulations for traffic with the Philippine Islands. The regulations for collecting customs charges are substantially the same as those put in force at Santiago, and in course of preparation for Porto Rico, but the tariff rates are different. The light dues are as follows per net ton:

On each entry of a vessel from a port or place, except from another port or place in the Philippines in possession of the United States, 10 cents.

On each departure of a vessel for a port or place, except for another port or place in the Philippines in possession of the United States, 10 cents.

On each entry of a vessel from another port or place in the Philippines in possession of the United States, 2 cents.

On each departure of a vessel for another port or place in the Philippines in possession of the United States, 2 cents.

The following are exempt from light dues:

A vessel belonging to or employed in the service of the Government of the United States; or a vessel of a neutral foreign government not engaged in trade; or a vessel in distress; or a yacht belonging to an organized yacht club of the United States, or of a neutral foreign nation.

Other general tonnage regulations are:

The tonnage of a vessel shall be the net register tonnage expressed in her national certificate of registry.

Goods of all kinds expressed through ports of the Philippines, declared open by the United States, shall pay a charge of 1 peso per 1,000 kilograms gross, as a charge for wharfage, whatever be the port of destination or nationality of the exporting vessel.

Goods of all kinds imported into ports of the Philippines, declared open by the United States, and destined for transshipment to other ports of the Philippines declared open by the United States, shall pay a charge of one-half of 1 peso per 1,000 kilograms gross at the port of transshipment as a due for wharfage.

Merchandise imported, exported or shipped in transit for the use of the Government of the United States, and coal shall be exempt from wharf charges.

The following customs tariff will be collected on alimentary substances:

Live and small poultry and small game, pair, .05 peso.

Meat, salted and jerked beef, kilo., .08 peso.

Pork and lard, including bacon, .15 peso.

Other kinds of meat, .09 peso.

Butter, .20 peso.

Salt cod and stock fish, .04 peso.

Fresh fish, or with the salt indispensable for its preservation, .01 peso.

Fish, salted, smoked and pickled, .06 peso.

Shell fish, .05 peso.

The metrical system of weights and measures in use by the Spanish government will be continued. The kilogram is equivalent to 2.2046 pounds.

The monetary unit of the Philippines is the gold peso of the mint, estimate of value, \$.034.

The current money heretofore in circulation in the Philippines shall be received for duties, taxes and other exactions, in the manner and upon the same basis of valuation theretofore prevailing as that in use prior to the military and naval occupation.

* The Kansas City Sausage Manufacturing Co., of Kansas City, Mo., is a new corporation with a capital stock of \$3,000. The incorporators are Martin Keck, Louis Marold and Oscar Marold.

The Packinghouse

PROVISIONS AND LARD.

Weekly Review.

All articles under this head are quoted by the bl., except lard, which is quoted by the cwt., in tcs., pork and beef by the bbl., or tierce, and hogs by the cwt.

OUTSIDE SENTIMENT RATHER BEARISH WITH SEPTEMBER LIQUIDATION — PACKERS SUPPORTING THE MARKET—FAIR BUT NOT ACTIVE CASH DEMANDS—RECEIPTS OF HOGS UNDER EXPECTATIONS—LARGE SALES FOR CUBA.

It has been a hard market to support, while its drift has been on the whole easier, although there have been frequent fluctuations within a narrow range. The situation has two or three adverse features to contend with. The large grain crops, and especially the improved appearance for corn, are keeping the speculative sentiment of the country tame, while it hesitates over spasmodic attempts for firmness, and quickly realizing whenever small profits show themselves. It would require a more convincing line of statistical features than seems possible in the near future to get this speculation away from its conservative temper, whereby the hog products could stand apart from the tameness now generally exhibited. The country has made up its mind that there is not likely to be in the near future any marked starting up of prices of any commodity in view of the enormous supplies here and in Europe of cereals, and with which other commodities are directly or indirectly influenced, and notwithstanding the fact that there is every prospect of the early fall months showing much more vitality to general trading. Indeed the closing of the war, practically, has opened up this week a fair degree of business with Cuba. There have been quite 2,000 tcs. pure lard taken here for shipments to Havana and other Cuban points, besides several hundred tcs. of compound lard and 1,000 boxes clear bellies. It will of course take some little time to adjust affairs with that section for the resumption of its regular fall business. Where there are two or three people down there with money to buy there are double that number in straitened circumstances; and after the first rush of buying orders there is likely to be some restrictions of trading for a while. But there has been no marked growth of demand from the continent and United Kingdom sources, although fair shipments have taken place to those countries. It looks as though Europe would not be at once especially anxious over taking up the products. The disposition there seems to be to wait until the weakness is well out of affairs in this country, while enabled to be somewhat indifferent by the good feed crops there and the prospects of a larger supply of swine than last year. Europe as well has found the prices of corn here upon an attractively low basis, while with the improved crop prospects for the grain it is likely to be kept upon an approachable basis for shippers, whose takings for consumption on the other side will probably continue liberal. Aside from the rather less promising look of the export trade in the hog products, as bearing against their situations of prices, has been the nervousness over yellow fever, and which latter development will probably

not down for several weeks yet.. On the whole, however, we regard the main influences to any moderate decline in prices that has taken place this week for the hog products, the improved situation of the corn crop, and the liquidation of the September holdings of the hog products, which latter has been considerable in view of the ideas that had been held that the speculative buying had been for some time of a small order by the outsiders. There is no question but that the home distributions of meats and lard have been much more satisfactory the past week, and that there is a good prospect of these steadily enlarging, while we believe that the general export markets would consider current prices as inviting their attention much more freely if it were possible to get a decidedly firm sentiment for a while over prices. But so long as the outsiders stand ready to jump upon the market or unload their holdings with any attempt to strengthen it materially, it does not seem probable that affairs can be adjusted to an upward tendency, however more willing packers are for a better line of prices. The receipts of hogs have been under expectations and quite moderate, while it is doubtful if there is any further marked additions to the stocks at the West.

The city cutters have found a freer movement for bellies to the West India markets, and more of a demand from near sections, with light averages scarce and at a distinctly high price. They have had also a better sale for city lard to the refiners, who are making up more compound lard for the Cuban trade. The continent shippers are doing little here in lard.

In beef there has been very little demand from the English shippers, with city extra India mess offered at \$14. The New York stocks of lard on the 15th were 13,350 tcs., prime, 405 tcs., off grade and 2,502 tcs. total 16,257 tcs., against 16,453 tcs. Aug. 1 and 16,646 tcs. Aug. 15, last year.

The exports from the Atlantic ports last week were 17,185,554 pounds meats, 8,548,800 pounds lard, and 3,834 bbls. pork, against corresponding week last year; 15,738,355 pounds meats, 9,941,713 pounds lard, and 8,644 bbls. pork.

The Chicago shipments last week were 4,614 bbls. pork, 8,505,153 pounds lard and 19,933,705 pounds meats against corresponding week last year, 3,034 bbls. pork, 6,304,119 pounds lard and 16,083,412 pounds meats.

Of the sales for Cuba for the week were 1,100 tcs. lard from New Haven, 900 tcs. city and Western ditto and 1,000 boxes clear bellies, the latter quoted at the close at 6½¢ and fat backs quoted at 5½¢.

Barreled beef quoted at \$9@10 for packet, \$10@11 for family.

Canned meats at \$1.10 for 1-lb cans corned beef and roast, \$2 for 2-lb ditto, \$3.90 for 4-lb ditto, \$6.50 for 6-lb ditto, \$14 for 14-lb ditto.

The variations to the market for the week were as follows: On Saturday (13th), there was a recovery from the decline of the day before, and which latter had been occasioned by one case of yellow fever, while the packers were taking up the offerings. The receipts of hogs at the West were 35,000 head, against 30,600 head corresponding day last year. At Chicago: Pork—September opened at \$8.95, sold to \$9.15, closed at \$9.10. Octo-

ber closed at \$9.12½ and December at \$9.20. Lard—September opened at 5.30, sold to 5.35, closed at 5.35; October opened at 5.35, sold to 5.37½, closed at 5.37½; December opened at 5.40, sold to and closed at 5.42½. Ribs—September opened at 5.12½, sold to 5.27½, closed at 5.27½; October opened at 5.12½, sold to 5.27½, closed at 5.27½. In New York, Western steam lard sold at 5.55 for 250 tcs. City steam at 5.05@5.20. Refined at 5.80 for Continent, 6.30 for South America, 7.40 for ditto kegs, compound at 4¼¢. Pork, mess at \$9.50@10 for 200 bbls.; family mess at \$11.50@12, short clear at \$11.50@12.50. City cut meats at 4¼@4½¢ for pickled shoulders, 7½@7¾¢ for pickled hams, 6¼¢ for 12-lb average pickled bellies, 6¼¢ for 10-lb average ditto. Hogs at 5½@5¾¢.

On Monday there was sluggish speculation with a tame look to affairs generally in a speculative way, although cash trading was better. Receipts of hogs at the West 54,000 head, against 48,800 head same day last year. At Chicago: Pork—September opened at \$9.15, sold down to \$9.05, closed at \$9.10; October opened at \$9.17½, declined to \$9.12½, closed at \$9.12½; December opened at \$9.22½, sold down to \$9.12½, closed at \$9.20. Lard—September opened at \$5.32½, sold to 5.35, down to and closed at 5.30; October opened at 5.37½, sold at 5.40, down to 5.32½, closed at 5.35; December opened at 5.37½, sold at and closed at 5.40. Ribs—September opened at 5.25, sold at 5.27½, down to 5.20, closed at 5.25. October opened at 5.27½, declined to 5.22½, closed at 5.25. In New York, Western steam lard at 5.55. City steam at 5@5.20. Compound lard at 4¼¢. Refined at 5.80 for Continent, 6.30 for South America, 7.40 for ditto kegs. Pork, sales of 300 bbls. mess at \$9.50@10, family mess at \$11.50@12, short clear at \$11.50@12.50. Of city cut meats, sales of 2,000 pickled shoulders at 4¼@4½¢, 1,500 pickled hams at 7½@7¾¢, 25,000 lb pickled bellies at 6¼¢ for 12-lb and 6¼¢ for 10-lb average. Hogs at 5½@5¾¢.

On Tuesday, receipts of hogs West were 48,000 head, against 56,600 head corresponding day last year. The products were unsettled and easier, with very little doing outside of scalping. At Chicago: Pork—September opened at \$9.02½, declined to \$8.95, closed at \$9; October opened at \$9.07½, sold down to \$9, closed at \$9.05. December opened at \$9.12½, declined to \$9.02½, closed at \$9.10. Lard—September opened at 5.30, eased to and closed at 5.27½; October opened at 5.35, sold down to and closed at 5.32½; December opened at 5.37½, sold at 5.40 and closed at 5.37½. Ribs—September opened at 5.27½, declined to 5.22½, and closed at 5.25; October opened at 5.22½, sold at 5.25 and at 5.22½, and closed at 5.25. In New York, Western steam lard at 5.55. City steam lard at 5@5.20. Compound at 4¼¢. Refined at 5.80 for Continent, 6.25 for South America, 7.35 for ditto kegs. Pork, mess at \$9.50@10 for old, \$11.50@12 for family mess, \$11.50@12.50 for short clear. Of city cut meats, sales of 8,000 lb pickled bellies, 8-lb average, at 7¼¢; 10,000 lb ditto, 12-lb average, at 6¼¢; 7,500 lb 10-lb average, 6¼@6½¢; 800 pickled shoulders at 4¼@4½¢, 1,500 pickled hams at 7½@7¾¢. Hogs at 5½@5¾¢.

On Wednesday, receipts of hogs West were 55,000 head, against 72,600 same day last year. The products opened 7@12 lower on pork, steady to 5 points down on lard and 2@5 points decline on ribs and closed at a loss for the day of 7@12 for pork, 12 points for lard and 7 points on ribs. At Chicago: Pork—August closed \$8.90; September opened at \$8.95, sold to \$8.87, closed at \$8.92; October opened at \$8.97, declined to \$8.90, closed at \$8.92 asked; December opened at \$9.05, sold down to and closed at \$8.97. Lard—August closed 5.12 nominal; September opened at

5.27, sold down to and closed at 5.15; October opened at 5.32, declined to 5.20 and closed at 5.20 asked; October opened at 5.32, declined to 5.20, closed at 5.20 asked; December opened at 5.32, sold down to 5.25, and closed at 5.25. Ribs—August closed 5.15 nominal; September opened at 5.20, declined to and closed at 5.15; October opened at 5.22, sold down to 5.17, closed at 5.17 asked. In New York, Western steam lard at 5.45. City steam lard at 5.12½. Compound at 4¼@4½. Refined at 5.75 for Continent. Pork, sales of 300 bbls. mess at \$9.50@10. Of city cut meats, sales of 20,000 lb pickled bellies at 6¼ for 14-lb average, 6¼ for 12-lb average, 6¼@6½ for 10-lb average; pickled shoulders at 4¼@4½; pickled hams at 7½@7¾. Hogs at 5½@5¾.

On Thursday there was a decline in corn, and liquidation of the hog products continued in sympathy, with pork down early 7, lard 7 points and ribs 5 points, from which there were small reactions and declines. At Chicago: Pork opened at \$8.90 for September, soon sold to \$8.95; October opened at \$8.95, went off to \$8.90; December opened at \$8.90, sold to \$8.95. Lard—September opened at 5.12, sold at 5.05 to 5.10; October opened at 5.17, was down to 5.07 bid, up to 5.15 asked; December opened at 5.20, sold at 5.22, down to 5.17. Ribs—September opened at 5.15, sold at 5.12; October opened at 5.15, sold at 5.12; December opened at 5.05, was 4.97 asked. The closing prices are elsewhere published. In New York, Western steam lard at 5.40. City steam at 5. Refined at 5.75 for Continent. Pork, mess, in job lots, at \$9.50@10. In cut meats, sales of 8,000 lb pickled bellies, 12-lb average, 6¼; 7,000 lb ditto, 10-lb average, 6¼@6½; 1,600 pickled shoulders at 4¼@4½; 2,500 pickled hams at 7½@7¾.

On Friday there was slight feverishness, with alternately weak and firm prices, on a restricted speculative trading. The opening was 2c. lower on pork, and steady to 2 points higher on lard and ribs, from which there was an advance of 7 to 10c. for pork and 2 to 5 points on lard and ribs, and frequent small reactions. The closing prices are elsewhere printed. In New York, Western steam lard, 5.40. City steam lard at 5.00. Refined at 5.65 for continent, 6.15 for S. A., 7.25 for S. A. kegs. Compound, 4¼. Pork, mess at \$9.50@10; family mess, \$11.50@12; short clear, \$11.25@12.50. Cut meats, city, 4¼@4½ for pickled shoulders, 7½@7¾ for pickled hams, 6¼ for 12 lbs. average, and loose pic-

kled bellies, 6¼ for 10 lbs. do. Hogs, 5½@5¾.

San Francisco Provision Market.

Trade is quiet in this market, the sales of provisions being rather slow at unchanged prices. Fresh meats sell fairly well, and market values are held steady. The price of lard generally is lower.

OLEO AND NEUTRAL LARD.

Oleo oil market in Rotterdam has been steady all week with large sales at 38 florins, and more inquiry is reported.

Sales of Oleo Oil in Rotterdam.

The following sales were cabled for the week ending Aug. 19:

- Aug. 12. Morris Extra sold at 37 florins.
- " 12. Eastman Extra sold at 37 florins.
- " 12. Calumet sold at 37 florins.
- 600 tcs. sold.
- " 13. Harrison sold at 37 florins.
- " 13. Calumet sold at 37 florins.
- Sales this week, 4,100 tcs.
- Stocks to-day, 4,000 tcs.
- " 15. Cudaby Extra sold at 38 florins.
- " 15. Swift's Extra sold at 37 florins.
- " 15. Calumet sold at 37 florins.
- " 15. Supreme E. tra sold at 37 florins.
- " 15. Monarch sold at 36½ florins.
- " 15. Englewood sold at 36½ florins.
- 1,800 tcs. sold.
- " 16. Harrison sold at 38 florins.
- " 16. Morris Extra sold at 38 florins.
- " 16. Monarch sold at 37 florins.
- " 16. Girard sold at 35 florins.
- 800 tcs. sold.
- " 17. Armour Extra sold at 38 florins.
- 180 tcs. sold.
- " 18. Swift Extra sold at 38 florins.
- " 18. Eastman Extra sold at 38 florins.
- " 18. Harrison sold at 38 florins.
- " 18. Calumet sold at 34 florins.
- " 18. Orange King sold at 38 florins.
- " 18. Niagara sold at 37 florins.
- " 18. Goldband sold at 36½ florins.
- " 18. Englewood sold at 35 florins.
- " 18. Pittsburg sold at 32½ florins.
- 1,800 tcs. sold.

Exports of Oleo Oil to Rotterdam.

Aug. 13. Per Stmr. Spaarndam—United, 50; Swift, 323; Armour, 65; Hammond, 120; S. & S., 158; Cudaby, 120. Total, 938 tcs.

Aug. 15. Per Stmr. Durango from Baltimore—Armour & Co., 250; Morris, 925; Hatley Bros., 250; Cudaby P. Co., 250; Hammond, 210; Martin, 78. Total, 1,893 tcs.

Neutral Lard.

Aug. 13. Per Stmr. Spaarndam—Swift, 230.
Aug. 15. Per Stmr. Durango from Baltimore—Kingan, 150; Armour & Co., 6; International, 125; Hammond, 60; Cudaby Bros., 75. Total, 416 tcs.

Exports of Oleomargarine from 'Frisco.

Among the recent exports from San Francisco were 12,900 pounds of oleomargarine to Honolulu, H. I.

New York Produce Exchange Notes.

Proposed for membership: Martin B. Jones (grain broker), proposed by Eugene A. Moore. John Anderson Bingham (William Bingham & Co. exporter), proposed by David Bingham.

Visitors at the Exchange: John W. Chambers, Philadelphia; H. H. Angsperger, Buffalo; Charles Schmidt, Cincinnati; William Faist, Milwaukee; J. B. Scott, B. W. Underwood, J. Henry Morton, Paul Hamill and R. Pringle, Chicago.

* The first of the large refrigerators that Swift and Company have contracted with the Government to erect for the purpose of supplying the troops in the field with fresh beef is now in working order at Santiago, and the American troops there have been supplied with good, fresh meat for some time. C. E. McDowell, representing Swift and Company, said: "The next refrigerator plant will be erected at Ponce, and as soon as possible others will be erected at Havana and other cities of Cuba and Porto Rico as needed. The completion of the contract with the Government will not be the end of the refrigerators. It is expected that troops will remain in Cuba for some time, so that the supply of fresh meat will be kept up long after the war has ceased to be a matter of every-day conversation. But fresh beef will be stored in the refrigerators for other than Government supplies. We shall doubtless do a large business with Cuba and Porto Rico, and refrigerators erected for supplying the soldiers with fresh meat may be replaced by more pretentious structures for furnishing the people of Cuba and Porto Rico with American fresh meat on a large scale. There is every possibility of an extensive business being done between this country and the captured Spanish possessions."

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CANADIAN PROVISIONS.**

THE QUEST FOR EXPORT MARKETS.

Under the above caption Consul General Frank H. Mason, at Frankfort, Germany, sends to the State Department a most interesting and timely communication. The full text of the report is as follows:

The search for foreign markets may be justly said to have developed in recent times into an exact specialized science, in which not only individual exporters and associations, but expert Government commissions, elaborately organized, equipped and maintained, each play, with constantly increasing efficiency, their co-ordinate rôles. From a notoriously backward position, the result of long and implicit reliance upon home markets, the United States has now reached a position from which the usefulness of export associations and bureaus of information is generally recognized, although the complaint is sometimes heard that these organizations have been thus far rather too much in the hands of theorists and unsuccessful men, and are not sufficiently controlled by merchants who have had successful experience and practical training in foreign trade.

Meanwhile, some of the leading European nations have advanced one important step further in the science of export, and have called into service the expert commission, organized for a specific inquiry and sent out under government authority to gather precise technical information for the education of manufacturers and merchants in special lines of production and trade. The efforts of Germany and France in this direction has established a new record, to which the attention of American manufacturers and exporters can not be too soon or too seriously directed.

As has been stated in various consular reports, the German export commission which went out in February, 1896, to study the markets of China, Korea and Japan, returned after a year of thorough and carefully-systematized work, bring a vast collection, not of the art products or other merchandise ordinarily exported from those countries, but of the ordinary textile and other goods made in Japan and China for the use of their own people or for export to neighboring countries, and in the production of which it is thought that German manufacturers, equipped with exact information as to sizes, quality, price and extent of demand, might be able to compete.

Neither the samples brought nor any of the numerous special reports made by the commission have been, or probably will be, made public. The samples were arranged in a suite of rooms in an upper story of the Palace of the Imperial Diet at Berlin, where admission was granted by card, to be obtained from a discreet official. The collection was subsequently broken up and distributed to the points where similar goods are, or can be, made in Germany, as, for example, at Crefeld, where the textile samples are in possession of the chamber of commerce. The reports, if printed at all, will be presumably reserved for confidential distribution among the German manufacturers and merchants who are specially interested in knowing the wants of Eastern peoples, their ability to purchase goods to meet those wants, and the prices that they are able to pay for them.

Similarly in France, the commercial mission sent out by the chamber of commerce of Marseilles, Roubaix, Lille, Bordeaux and Lyons has returned after an absence of nearly two years, and has presented its collections and reports to the chambers of commerce directly interested. Although none of these technical reports have yet been or probably will be published, it is known that they num-

ber more than one hundred, each prepared by an expert committee or individual, and that the general conclusion reached by the commission is that French export trade to China, Tonkin, Anam, Cambodia and Cochin China has before it a great future, provided manufacturing exporters will make the best use of the specialized information that is now placed in their hands.

While the direct and immediate fruits of these well-devised and scientific quests for foreign markets will fall naturally and justly to Germany and France, there are certain general principles and facts which are suggested by these proceedings which, if rightly appreciated, may be of value to the exporters of the United States, who, as a class, with, of course, many conspicuous exceptions, have so much to learn of the science of export trade.

There is in all the specialized work of these commissions a broad recognition of the fact that in foreign trade it is the buyer, not the seller, who determines the kind of article he wants and the form in which he wants it turned out, labeled, and packed for shipment to him. It is the business of the seller not to force upon the consumer something that he never heard of and does not want, but to ascertain exactly what he has used and sold hitherto and then furnish him with something of the same general kind—but better for his money—than he has had before. The exporter who succeeds best is, other things being equal, he who learns most accurately the wants of his customers and supplies them most nearly in the currency and on the terms and conditions to which the buyer is accustomed. At present the Germans are perhaps the ablest masters of this theory of export trade; the English are thought to have lost much for want of it, and Americans will undoubtedly excel in it when once they realize its importance.

Secondly, the goods must, as a principle, be sold not at home, but abroad. The seller must go to the buyer with samples, prices, and conditions which the latter can see and readily understand. No museums or other collections of sampled merchandise, however useful in some respects, can attract more than a very limited number of buyers to the United States, from remote countries in which competing nations are already offering their goods, imported there at the expense of the wholesale merchant or the manufacturing exporter. Circulars and catalogues, however skillfully prepared, which only inform the foreigner what he can buy in the United States in dollars, will not compete effectively with the German, French or English merchant who is there on the spot with his goods, duty paid, and fluent salesmen to show and explain them.

The need of the period in our country is a class of competent, well-trained young men, with good manners, a practical command of French, German and Spanish—one or all—combined with intimate practical knowledge of a certain class of manufactured goods and the commercial methods, currencies, weights, measures, and customs of foreign countries. The education of such men requires certain specialized courses of study which the commercial schools of Germany, and, to some extent, of Belgium and England, furnish, but which those of the United States, with perhaps some exceptions, do not. The all-round education provided by American colleges and high schools turns out young men more or less fairly equipped for successful careers at home; but the competition for export trade has now become so sharp as to require the work of experts, which only specialized education, supplemented by practical experience, can provide. It will henceforth be necessary that a largely increased class of young men

shall prepare themselves for, and accept definitely, as so many thousands do in Great Britain and Germany, the career of mercantile employes in foreign lands, in which social sacrifices and the discomforts and even dangers of alien climates are balanced by the material advantages which such a career offers to energy, perseverance and trained capacity.

Salesmen who frequently come to Germany with no knowledge of any language but English are seriously handicapped, and this disadvantage is still further increased when the traveler puts himself into the attitude of a peddler by attempting to sell goods of wholly different classes and character, as, for instance, shoes, machinery, belting, lumber and bicycles. No man willing to accept the hard life of a commercial traveler is likely to understand fully all these diverse branches of trade, and his efforts to sell something concerning which he is ignorant are generally and deservedly abortive. Export syndicates have their distinct and often very important uses, but their best results are accomplished when they represent most fully different products in one special line or department of trade.

American circulars and catalogues may be useful here in the few instances where they reach the hands of a customer who really wants a machine or other article which he knows something about; but for this purpose, they should be printed in the German language, give values in marks and pfennigs, and weights and measurements in metric unit. Above all, the catalogues should state clearly the net price at which the machine or other article will be delivered at Hamburg, Bremen, or at least free on board at some leading American seaport. If this is not done and the buyer is left to spend three or four weeks in writing to the American maker to ascertain his best discounts from list, the chances are that his order will go to a European manufacturer, who either sends a salesman to take it or who has given a net price in his advertisement.

The unprecedented merchandise exports of the past fiscal year have given to the world a new and convincing proof of the power of the United States in a vast and varied field of manufactures. The old theory that cheap production and high quality of product are incompatible with payment of just and liberal wages to labor has been definitely exploded. It has been demonstrated that the modern struggle for life, which has brought into use more complex and scientific machinery, so far from decreasing, rather increases and emphasizes the importance of the individual. The advantages of the United States consist, not only in its possession of profuse and excellent materials, but in its unequalled factory organization and the remarkable efficiency of its skilled operatives in every important line of manufacture.

The force of personal character—moral, mental and physical—was never more potent than to-day, when it is equipped with the implements of modern invention. It is not the machine, the gun alone, but the man behind it, that wins the battles of to-day on sea or land, in the hot conflict of war or the busy rivalries of peace. As the field of American commercial activity broadens and grows more complex and difficult, the attainments and enterprise of exporters and their agents must keep abreast of the new and more exacting requirements. The merchant of the present and coming generations must be, like the diplomatic, the consular, or executive officer, a broader, more highly trained and educated man than his father or grandfather had need to be.

No people are gifted with quicker apprehension, a more ready and unerring grasp of the opportunities and requirements of a new situation than those of the United States. That they will master the science of international commerce as they have those of cheap transportation and effective production, is as certain as that the closing years of the century are opening for the Republic a new and momentous period of activity and national importance.

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Chicago Live Stock Review

Receipts of live stock here last week were cattle, 45,178; calves, 2,141; hogs, 102,928; sheep, 59,299; against 42,167 cattle, 2,865 calves, 129,855 hogs and 54,444 sheep the week previous; 40,807 cattle, 1,906 calves, 118,560 hogs and 81,885 sheep the corresponding week of 1897, and 52,339 cattle, 2,670 calves, 97,920 hogs, and 57,374 sheep the corresponding week of 1896.

Shipments last week were: Cattle, 15,341; calves, 637; hogs, 27,007; sheep, 4,060 against 15,925 cattle, 706 calves, 27,846 hogs, 3,830 sheep the week previous; 17,837 cattle, 147 calves, 32,269 hogs, 12,963 sheep the corresponding week of 1897 and 15,668 cattle, 110 calves, 28,892 hogs and 8,258 sheep the corresponding week of 1896.

HOGS—The hog market has been in a nervous state for the past week. Each day it has opened strong but has invariably closed weak. Packers have steadily refused to buy at the opening, which has been left entirely to the shippers, and after the shippers have bought all they want the packers go into the market and get all the hogs they desire at from 5 to 15 cents under the opening price. The claim that prices of hogs are too high to permit the packers to kill at anything but a loss is still made, and is true, for the price of hogs is undoubtedly a good deal too high when compared with the price of provisions. The outlook for the hog market shows no reasons for any particularly bullish feeling, on the contrary the impression is pretty general that hogs will sell down below 3½ cents, for there are plenty of hogs in the country and the farmers have plenty of corn to feed them with. But the probabilities are that there will be no permanent break in the market for a week or two. Packers are bearish in the face of heavy shipments of provisions. To-day (Wednesday) with 24,000 fresh arrivals, light hogs sold at \$3.65@4.02½; rough packing, \$3.60@3.75; mixed, \$3.65@4.05; heavy packing and shipping lots, \$3.80@4.05, and pigs \$2.85@3.90.

CATTLE—The market continues steady. Western range cattle have been showing up well and comprise a fair share of the offerings. Cattle, whether native or rangiers, are selling at good prices where the quality is good, and are bringing much higher prices than in recent years. Very few grass Texas are coming, and this fact has some influence in checking the downward course of prices for natives. Exporters are fair buyers of the better class of native cattle, notwithstanding the continued decline in prices for American cattle across the Atlantic. The trade in stockers and feeders is less animated this week and prices average lower. Fat cattle have been doing well. During the last two weeks many bunches have sold at \$5.30@5.50, and extra good at \$5.65, and it looks as if this description will make good money this fall.

SHEEP—Receipts of sheep have dropped away off, but on Tuesday they began to come

in again and were good sellers at strong prices. On that day a new record for Western lambs at this time of the year was established, the figure being \$6.80, or \$1.05 higher than the previous record. Current receipts consist largely of lambs and Western range sheep.

John Daley says: "The Western cattle are coming in excellent condition, but nevertheless farmers and feeders should not be discouraged. Ripe, dry-fed cattle are always wanted and this year the native grassers will find a profitable outlet."

Chicago Provision Market.

Still clinging to all its anomalous features and with little material change from last week, except to note perhaps that prices are a shade lower, the provision market continues to pursue the inexplicable tenor of its way. The situation remains as yet devoid utterly of the element of speculation, and the sole saving feature is still an excellent cash trade. How long such a condition of things is to obtain is, of course, impossible even to conjecture. As a prominent packer recently said, there never was a time when more of the product, under normal conditions, was being used than the present, and combined with this there is a scarcity of hogs all over the world except in this country, still prices of provisions are low. This week has been characterized by more or less feeble fluctuating of values with the general tendency downward. This in spite of the contrary conditions previously cited and also in the face of the fact that receipts have been moderate and the quality of hogs rather poor. On Tuesday very large shipments together with signally small receipts were not able to save the market from a decline. In the light of such a situation a slight idea of prevailing conditions may be gained. Within the last few days at least it is probable that provisions have acted in sympathy with the corn market, which has also been subjected to depression. This fact is likely to increase a tendency which has been noticeable the past fortnight among shippers to hold back stock with the purposing of feeding it on cheap corn. However, it may develop that there are not so many hogs in the country as has been expected, especially as receipts all summer have been larger than was generally anticipated, consequently a lessening of the influx under these circumstances would be but natural. The yellow fever scare, just as it bids fair to drop out of sight, persists in bobbing up serenely now and then to the dismay of the weak-kneed. Last week's rumor of the outbreak of a case or two in Louisiana, which, as usual, proved to be nothing more than a rumor, and a similar report to-day (Wednesday) from Key West have without doubt wielded potent bearish influence. Very shortly now, however, this bugaboo will be permanently dissipated, as the period of a possible pest will soon be over. For this we ought to be thankful, if nothing more. In conclusion we must state that the trade seems to have nailed its flag to the mast of higher prices and is confidently awaiting the realization of its hopes.

A. S. White, president of the International Packing Co., says: "The features of the provision market this week are an unusually healthy cash trade combined with a complete lack of speculation. The reason of the present status of prices and continuous bearish tendencies is certainly not palpable. Hogs are scarce in every country of the world except this—and I do not think we have any too many here. Moreover, there never was a time before, I think, under normal conditions when as much hog product was being used as to-day. Still we have low prices, and the fact can only be explained by a want of specula-

tion. I have it from good authority that dressed hogs are selling at 14c. per pound in Hamburg. In Canada the price of hogs is over 6c. If it is yellow fever that is keeping out speculation, that obstacle, of course, with the coming of cooler weather, and the passing of the dangerous heated term, must soon be removed. Then, however, it may be too late to assist the market during the packing season this fall, and our attention may be engaged further in the future. The packers are rapidly reducing stock under pressure of the good cash demand, and we are awaiting the future with expectant optimism."

W. J. Weil, of William E. Webbe & Co., says: "I have nothing to say further about the provision market, furthermore than what I have already many times reiterated. Yellow fever apprehensions, in my opinion, are responsible for prevailing low prices because they have driven speculation completely out of the market. We are enjoying an unusually good cash trade and the export business is also satisfactory. In fact, all condition are favorable—except the one. I look for higher prices before long, because ordinarily the majority of the elements of the market are favorable to them."

SATURDAY, AUG. 13, 1898.

PORK—(Per Barrel)—				
	Open.	High.	Low.	Close.
September.....	9.05	8.95	9.15	9.10
December.....	9.15	9.20	9.22½	9.20
LARD—(Per 100 lb)—				
September.....	5.27½	5.30	5.32½	5.32½
October.....	5.32½	5.35	5.37½	5.37½
December.....	5.37½	5.40	5.42½	5.42½
RIBS—(Boxed 25c. more than loose)—				
September.....	5.17½	5.12½	5.27½	5.27½
October.....	5.17½	5.12½	5.27½	5.27½

MONDAY, AUG. 15, 1898.

PORK—(Per Barrel)—				
September.....	9.10	9.05	9.15	9.10
December.....	9.20	9.12½	9.25	9.15
LARD—(Per 100 lb)—				
September.....	5.32½	5.30	5.35	5.30
October.....	5.37½	5.32½	5.40	5.35
December.....	5.42½	5.37½	5.45	5.40
RIBS—(Boxed 25c. more than loose)—				
September.....	5.27½	5.20	5.27½	5.25
October.....	5.27½	5.22½	5.30	5.25

TUESDAY, AUG. 16, 1898.

PORK—(Per Barrel)—				
September.....	9.10	8.95	9.02½	9.00
December.....	9.15	9.02½	9.12½	9.10
LARD—(Per 100 lb)—				
September.....	5.30	5.27½	5.30	5.27½
October.....	5.35	5.32½	5.35	5.32½
December.....	5.40	5.37½	5.40	5.37½
RIBS—(Boxed 25c. more than loose)—				
September.....	5.25	5.22½	5.27½	5.22½
October.....	5.25	5.22½	5.25	5.25

WEDNESDAY, AUG. 17, 1898.

PORK—(Per Barrel)—				
September.....	8.95	8.97½	8.87½	8.92½
LARD—(Per 100 lb)—				
September.....	9.05	9.05	8.97½	8.97½
October.....	5.27½	5.27½	5.15	5.15
December.....	5.32½	5.32½	5.20	5.20
RIBS—(Boxed 25c. more than loose)—				
September.....	5.20	5.20	5.15	5.15
October.....	5.22½	5.22½	5.17½	5.17½

THURSDAY, AUG. 18, 1898.

PORK—(Per Barrel)—				
September.....	8.90	8.97½	8.85	8.97½
October.....	8.95	8.95	8.80	8.95
LARD—(Per 100 lb)—				
September.....	5.12½	5.12½	5.02½	5.10
October.....	5.17½	5.17½	5.07½	5.12½
RIBS—(Boxed 25c. more than loose)—				
September.....	5.15	5.15	5.10	5.15
October.....	5.15	5.15	5.10	5.15

Packers to Exhibit Products at Paris Exposition.

Chicago packers have taken preliminary steps for a great exhibit at the Paris exposition. American meats will be displayed in a manner likely to overcome continental prejudice against the canned products of this country. Commissioner General Peck received a delegation on Tuesday, representing Armour, Swift and the Cudahys, and the subject was informally discussed. No definite conclusion was reached beyond the fact that the exhibit of American meats would be on an extensive scale. Applications for space will be filed next week by the Chicago firms.

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CHICAGO.

Chicago Live Stock Notes.

Shipments of meat from Chicago last week were 20,000,000 lbs., and of lard 8,500,000 lbs.

So serious is the shrinkage in Texas cattle this year that very few will be marketed for beef purposes from now on.

Last week 1,415 horses were received here, against 1,645 the preceding week, and 1,337 the same week last year.

Albert A. Dexter, weighmaster at the Stock Yards from 1865 to 1890 died at his home in Chicago last week. Mr. Dexter was 79 years of age.

Live Stock Commissioner J. P. Lott is authority for the conclusion that the dipping process of cattle for ticks is successful and satisfactory.

It is stated that no less than 8,000,000 sheep perished of hunger and thirst in New South Wales alone during the great drought in Australia the past summer.

Medium native steers must suffer from now on from Western grass cattle competition and native butchering and canning stock from the competition of Texans.

The 103,684 hogs received last week averaged 236 lbs., against 235 lbs. the preceding week, 232 lbs. during July, 249 lbs. during August, 1897, and 253 lbs. during August, 1896.

Last week 4,258 cars of live stock arrived here, and 1,173 cars were shipped out. The receipts for the preceding week were 4,512 cars, and for the same week last year 4,724 cars.

Secretary Baker says that it costs the Exchange \$1,800 a year to handle the lumpy-jaw cattle business. It would seem that some way could be found to make owners of these cattle pay the cost of handling them.

Receipts of grass Western cattle last week, 5,700, against 1,900 the previous week, 3,100 a year ago, 11,600 two years ago and 26,000 in 1895. Straight Texas received last week 1,300, against 4,100 the previous week and 8,700 a year ago.

The four Western markets last week received about 22,000 less cattle than the corresponding week last year. Chicago decreased 4,700, Kansas City 12,800, and St. Louis 6,100. Omaha increased 2,000. Continued light receipts are looked for.

East-bound shipments from Chicago and Cook County junction points of flour, grain and provisions last week aggregated 40,340 tons, as compared with 29,129 for the previous week and 36,112 tons for the corresponding week of last year.

Hogs packed at Chicago last week, 84,100, against 111,700 the previous week and 82,000 a year ago. Armour slaughtered 15,600, Anglo-American, 7,000, Boyd & Lunham, 3,100, Chicago, 4,600, Continental 3,000, Hammond, 3,500, International 5,200, Lipton, 2,000, Morris 6,190, Swift 18,000, Viles & Robins 3,500 and city butchers 7,500.

Receipts of hogs at Chicago last week, 103,000, the smallest since March, 1897, 26,000 smaller than the previous week and 15,000 smaller than a year ago. Kansas City has 12,000 less than the previous week and 5,000 less than a year ago. Omaha had 3,000 less than the previous week and 12,000 more than a year ago. St. Louis had 3,000 less than the previous week and 2,000 more than a year ago. The four points had 212,500, making 45,000 less than a week ago and 12,000 less than a year ago.

An attempt was made to blow up the house of John Hill, Jr., at 2 o'clock on Wednesday morning by dynamite. Beyond comparatively slight damage to the house no harm was done. Mr. Hill recently resigned the chairmanship of the Board of Trade committee on bucket shops.

Chicago Board of Trade Notes.

Some of the sheep men far out on the plains of New Mexico are sinking artesian wells in the driest places, and in this way are very greatly improving their ranges.

On Tuesday Greer, Mills & Co., sold a string of 1,522 Idaho lambs of choice quality and averaging 65 lbs. at \$6.80, the highest price ever paid for Western lambs off the range.

Nelson Morris, accompanied by a small party of relatives, left Chicago for a visit to New York, and the Eastern seaside resorts on Tuesday. Mr. Morris is in need of rest and recuperation.

Shipments last week were: Pork, 3,826 barrels; lard, 8,886,000 lbs.; and bacon, 32,683 boxes; against pork, 5,550 bbls.; lard, 11,002 lbs., and bacon 33,004 boxes the corresponding week of last year.

During July only 31,552 cattle were exported from this country, against 38,303 in July last year. During the first seven months of the calendar year 1898 only 230,691 cattle were exported, against 253,527 for the corresponding period of last year.

Mr. Ugo Ojetti, the special war correspondent of the Corriere della Sera, or Evening Courier of Milan, Italy, was an interested visitor on the Board of Trade last Monday. In the afternoon he visited the Stock Yards and was initiated into the mysteries of packingtown.

The remainder of the old Leiter wheat deal, amounting to about 220,000 bushels, in store at the head of the lakes elevators, has been sold by A. D. Thomson & Co., to the Freeman Milling Company at West Superior. It is understood the price was from 85 to 90 cents a bushel.

The National Linseed Oil Company is having troubles of its own again. Last week it settled with the speculative houses on the Board of Trade having trades with it. The largest house is understood to be unable to get a satisfactory settlement. New trouble has opened in New York, where attachment proceedings were taken out yesterday.

P. D. Armour says: "There is nothing significant in our recent business moves in Milwaukee. I have always owned a membership on the Chamber of Commerce there, and have paid my \$20 annual membership dues regularly. There is no intention of hurting anybody by our doing a grain business there, as some of them seem to think. We have always done more or less grain business in Milwaukee the same as in many other markets."

John Cudahy has paid the last indebtedness of \$400,000 incurred in 1893, when he was caught long on provisions. He could not get support from moneyed men during the panic and he failed, his liabilities being about \$1,500,000. He has been paying off this debt since then and has been successful on the Board of Trade. He is said to have made \$1,000,000 in 1894 and his profits since the failure have amounted to twice this sum.

John F. Wright, a local commission merchant, posed in the unique capacity of broker for a Montana convict last Tuesday on 'Change. In order to raise money enough to secure legal services in the hope of gaining his freedom, a man confined in the State prison of Montana sent Mr. Wright a cane to be raffled on the Board. On the knob of the stick were carved the heads of several of the nation's new war heroes, all the work having been done with a small penknife. Being good natured, the broker did as requested, and quite a little sum was realized, which will go to assist the Montana man to get out jail.

There has been appropriated \$35,000 for premiums at the live stock exhibition of the Omaha Trans-Mississippi Exhibition to be held Sept. 1 to Oct. 20. This sum has now been swelled to \$50,000 by private subscriptions. The prize money offered by the exposition will be distributed: \$7,000 to cattle, \$8,000 to horses and mules, \$7,000 to hogs, \$6,000 to sheep, \$2,000 to poultry and \$6,000 to fat stock exhibits. It is estimated that 1,000 cattle, 1,000 sheep and 2,000 hogs will be shown for prizes. The exhibit in the horse department will be open Monday, Oct. 3, and the best collection of horses of all breeds ever shown west of the Mississippi will compete for the premiums.

The first bale of cotton of this year's crop, donated to President McKinley by the firm of H. & W. Beers of New Orleans, was sold several times on the Board Tuesday for the benefit of the United States Hospital fund. In characteristic Chicago style just twice the amount realized in the same way on any other one exchange, was secured to swell contributions to a worthy cause. The proceeds of the sale were \$1,500. With breath taking celerity the bale was first bought by John Dupee and upon being re-donated to the boys of the First Illinois Regiment, President Zina R. Carter became its owner for \$400. At the price of \$250 F. G. Logan next secured possession of the prized cotton for the duration of half a minute, when Armour & Co. obtained its transfer to them for a similar amount. The bale was then hustled over to the vicinity of the wheat pit, where it stood, draped in an American flag, until the time of its departure, to be resold on the St. Louis Merchants' Exchange.

The Jeffrey Labor-Saving Machinery.

The Jeffrey Manufacturing Company of Columbus, Ohio, has sent out a circular announcing the completion of their Sheet Metal Department, said to be the most extensive in the West, specially equipped for the manufacture of Jeffrey specialties in the line of chain elevating and conveying machinery. The Jeffrey Company's long and practical experience in the past twenty years enables them to manufacture a superior class of material which the firm claims has no equal in the markets of the world. The company carries in stock standard buckets and conveyors, thus insuring prompt shipment. The company will be pleased to mail upon request their complete catalogue with full discount sheet, and it is likely that many of those engaged in the lines of trade represented by this journal will avail themselves of the opportunity. The Jeffrey elevator, conveyors, chain belting, and power transmission machinery are a common sight in mills, factories and industrial plants where their value and general efficiency are thus recognized.

Armour Packing Company Loads the Celtic.

The Armour Packing Co. had the Government contract for loading the steamer Celtic with supplies for the fleet in Cuban waters. The total amount of their successful bid was \$22,615. The amount of stuff put on board was as follows: 200,000 lb of fresh beef, 300,000 lb of vegetables, 25,000 lb of mutton and 500 tons (1,000,000 lb) of ice. The Celtic was loaded with these supplies on Monday and sailed Tuesday (16th inst.) for her destination.

Personal.

Mr. Nelson Morris sailed on the Majestic Wednesday for Europe for rest and recuperation. He was accompanied by Mrs. Morris, Mrs. N. Hofheimer, Miss Maud Morris and two maids. The party will visit all of the European cities.

Germany's Restrictions of American Imports Cause Meat Famine.

Berlin, Aug. 16.—The meat famine that prevails throughout Germany is causing much dissatisfaction among the poor, who are unable to pay the increased prices. Villagers on the Silesian frontier daily cross the line and visit the nearest Russian towns to procure cheap meat. The Berlin butchers this week promulgated resolutions expressing indignation with the Government's policy of preventing meat imports, which has caused a great scarcity of meat in the home market.

* The Mowry & Barnes packing business in North State street, Syracuse, has been sold to the Schwarzschild & Sulzberger Co.

Army Contracts Awarded.

The work of awarding contracts to furnish supplies to the army has been in progress at the Commissary office in the Army Building, New York, this week. Following are some of the awards made; no quantities are given, the Government reserving the right to order as desired:

Armour & Co.—Corned beef, 6-lb cans, 60c.; pigs' feet, kits, 45c.

Jersey City Packing Co.—Salt beef, in half-barrels, 5c. per lb.

Rohe & Bro.—Salt beef, in half-barrels, 5½c. per lb.

C. J. Higgins—Lard, 5-lb cans, 33¼c.

Samuel Brown—Mess pork at \$10 per bbl.; roast beef, in 2-lb cans, 16.64c. per can;

hams, sugar cured, 10c. per lb; pigs' feet, 2-lb cans, 18.35c. per can.

Samuel Heyman—Bacon, 7½c. per lb; roast beef, 6-lb cans, 54c.; bacon, breakfast, 9½c.; ditto, sliced, 18.33c.

Schwarzschild & Sulzberger Co.—Salt beef, \$9.49 per bbl.

Thaddeus A. Kidd—Roast beef, 4-lb cans, 36½c.; oxtail soup, 13½c. per can.

F. A. Ferris & Co.—Breakfast bacon, 12½c. per lb; ham, sugar-cured, 11c.

* It is stated that the \$1,250,000 worth of stock of Swift and Company which was authorized to be put upon the market as noted in our last issue is to be used in developing the company's business in Cuba and Porto Rico.

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533 to 543 West 36th Street. 547 to 549 West 35th Street.

NEW YORK.



KANSAS CITY.

Live Stock Review.

Live stock records for past week show cattle steady, hogs and sheep slightly higher in value. Receipts past week with comparisons as follows:

	Cattle.	Hogs.	Sheep.
Kansas City	27,074	45,145	14,429
Same week 1897	39,883	49,710	22,522
Same week 1896	34,443	27,568	16,029
Same week 1895	38,618	31,326	14,555
Chicago	45,500	103,900	59,100
Omaha	15,500	39,500	9,300
St. Louis	9,200	21,000	16,300
Kansas City	27,100	45,100	14,400

Total	97,300	209,500	99,100
Cor. week 1897	119,300	221,300	119,500
Cor. week 1896	114,000	156,509	84,900

Packers' slaughter:			
Armour Pack. Co.	6,224	14,732	2,924
Swift and Co.	3,459	7,781	3,775
S. & S. Co.	4,326	1,676	1,142
Dold Pack. Co.	627	6,682	339
Fowler, Son & Co.	75	6,532	..

Total	15,145	37,555	8,306
Previous week	17,174	52,714	10,317
Cor. week 1897	18,173	44,291	18,477

CATTLE.—The sharp decline on prices the previous week had the effect of making the farmers and shippers slow in sending forward any large quantities of cattle during the past week, so that in the four leading markets there was in the past week a shortage of 22,000 head, when compared with the receipts of the previous week. This kept prices fairly steady on all grades, with probably the exception of some Western grass fed cattle, which showed probably a 5¢@10¢. per 100 lb weakness during the week. The supply of beef cattle were fairly liberal and there was no doubt but that more sales were made at over \$5 than for many a week previous, as quite an amount of them changed hands at a margin from \$5 to \$5.37½. On Monday the highest price cattle was for 1,438-lb average at \$5.30. On Tuesday an advance of 5¢. per 100 lb on the best grades. On Wednesday some 1,507-lb average sold at \$5.37½. On Thursday some 1,501-lb average sold at \$5.35. The highest price of the week being reached on Friday, when some choice 1,345-lb average cattle sold at \$5.45. On the whole the shippers of beef cattle should be very well satisfied; the coarser grades and very heavy cattle to be sure were slow of sale. Dry lot cows and heifers were very scarce and met with prompt sale. Grass fed cows and some Western were dull and slow sale; but it was a disputed point between buyer and seller whether there was a loss of 5¢. to be recorded during the week or not. Some 1,400-lb average cows sold as high as \$4.25, but very few at this price. Some heifers of 695-lb average sold at \$5.25—the highest price for the week; but quite an

amount sold from \$4.35@5. A few bulls sold at \$4, but the bulk from 1,600 to 2,000-lb average sold from \$3.25@3.40. Fed Texas were in fair supply, as a lot of 40 Panhandle cattle of 1,109-lb average sold at \$4.85; otherwise the highest bunch of 1,128-lb average sold at \$4.40. Western steers of 1,430-lb average sold as high as \$5.15. Western cows of 1,075-lb average, \$3.40. Western heifers of 430-lb average sold at \$3.70. Western bulls of 1,280-lb average, \$2.80. Colorado steers of 1,256-lb average, \$4.65. Colorado heifers of 1,060-lb average sold as high as \$4. Some Idaho steers of 1,182-lb average sold at \$4.15. Idaho cows of 1,150-lb average at \$3.85. Arizona steers of 1,030-lb average sold at \$4.30. California steers of 1,310-lb average sold at \$4.30. Southern Texas were only in fair supply. The sharp decline of last week had quite an effect in holding back receipts. A few of 960-lb average sold at \$4. A bunch of 251 of 1,055-lb average sold at \$3.65, which was about a medium sale on the market. Some Texas cows of 1,030-lb average sold at \$3.50, but a bunch of 309 sold at \$2.85. Some 830-lb average Texas heifers sold at \$4, with bulls of 1,290-lb average at \$2.75. There is getting to be considerable life in the stocker and feeder market and as high as \$5 per 100 lb was paid for heavy feeders. There was a brisk demand for everything except scallwags, and the supply was not equal to the demand. From this out we may expect to have larger receipts of this class of cattle and higher prices paid, though the reports from Fort Worth, Texas, are that there is a scarcity of cattle down there, and that outside feeders will have to look elsewhere for their supply this year. Shipments of stockers and feeders for the past week 303 cars, against 291 for the preceding week, and against 472 cars for the same week in 1897. The outside purchasers of cattle during the week headed by Cudahy, who shipped 765 head, Ackerman 103 head, Swift 278 head, Ackerman 103 head, Hall 131 head, Michael 90 head and Balling 42 head.

HOGS.—The hog market was very erratic during the entire week, and while from Monday's market there was a sharp decline, the market towards the end of the week fully recovered, so that prices that ruled Monday were about the same prices that ruled at the close of the week on Saturday. Good pigs sold at \$3.25@3.55 during the week, while the light pigs meandered all the ways from \$2.75@3. Heavy hogs were in good request; on Monday they stood at \$3.85@4; a sharp

decline on Tuesday and Wednesday, standing Wednesday at \$3.65@3.82½. Medium-weight hogs Monday \$3.75@3.90, and on Wednesday sold at \$3.50@3.75. Light hogs had a range on Monday from \$3.55@3.82½, and stood on Wednesday \$3.55@3.65. The tops on Monday \$4, on Tuesday \$3.90 and on Wednesday \$3.82½. The bulk on Monday \$3.65@3.95, Tuesday \$3.55@3.85, and on Wednesday \$3.55@3.80. The sharp reaction in the provision market, caused no doubt by the falling off in receipts (for the four markets for the week show a shortage of some 45,000 hogs), and prices on Thursday morning of heavy hogs stood at \$3.80@3.95, mixed packing \$3.80@3.85, light hogs from \$3.55@3.75; the tops at \$3.95 with the bulk \$3.65@3.85. On Friday a still sharper advance, when prime heavy hogs sold as high as \$4.10, with mixed packing selling as high as \$3.90, light hogs \$3.85, the tops for the day at \$4.10, with the bulk at \$3.80@3.95. On Saturday, however, a dragging market and lower prices, and finally closing, heavies \$3.80@3.92½, mixed packing \$3.75@3.80, with light hogs \$3.55@3.80; top hogs for the day \$3.97½, with the bulk \$3.75@3.90. There was some complaint among the packers that quite an amount of the receipts are now "piggy." Evidently the farmers are afraid of the hog cholera; otherwise, with the prospects of a good corn crop, it would seem foolish to drive such animals to the market. During the week the shipments: Omaha 17 cars, Cudahy 5 cars, Marshalltown 4 cars, Chicago and New York 3 cars each, Cedar Rapids and St. Louis 2 cars each and Milwaukee 1 car.

SHEEP.—During the week the supply was not large and prices were very firm. The receipts in the beginning of the week were of very poor quality, somewhat better, however, towards the close. Spring lambs were in fair supply, the highest price during the week for a bunch of 75 of 71-lb average at \$6.10. Two bunches of Nevada lambs, making a total of 642 head, of 71-lb average, were sold at \$5.75, which was a good price indeed; 179 New Mexican wethers of 80-lb average sold at \$4.25; 110 New Mexican ewes of 103-lb average sold at \$4.20; 489 Utah yearlings of 93-lb average sold at \$4.35; 1,002 sheep of 104-lb average sold at \$4.20; two bunches, some 1,626, of Texas of 82-lb average sold at \$4; a bunch of 210 fed Texas of 70-lb average sold at \$3.80. Quite an amount of the receipts were stockers and feeders, which went at good prices; 585 mixed Kansas feeders of 57-lb average sold at \$4; 781 Texas feeders of 70-lb average, \$3.90; a bunch of 420 Louisiana sold at \$3.50.

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you are kept pretty busy keeping your Meats free from the destructive attacks of these pests.

You can protect your Smoked Meats against the Fly by using good, genuine Parchment Paper, (avoid substitutes.)

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PACKINGHOUSE NOTES.

* Sperry & Barnes, wholesale beef dealers in New Haven, Conn., on Monday shipped a \$25,000 order to Havana.

* Fire broke out Friday of last week in the washroom adjoining the hog house of Armour & Co., Chicago, at the stockyards. The \$2,400 loss is covered by insurance.

* With appropriate ceremonies followed by speeches by well-known citizens, interspersed with music, the cornerstone of the new \$100,000 live stock exchange building in St. Joseph, Mo., was laid on the afternoon of the 8th inst., by Architect Eckel and Col. John Donovan.

* Patrick H. Muldowney, inspector of the Bureau of Animal Industry at San Antonio, Texas, writing to Col. Albert Dean, says: "The Collector of Customs for the port of Eagle Pass, Texas, C. C. Drake, informs me that he expects a very heavy importation of Mexican cattle through that port this fall. John Blocker, representing Jennings & Co., is buying everything in sight in the State of Coahuila, Mexico."

* The St. Louis (Mo.) Dressed Beef and Provision Company, after having suffered loss by fire, as noticed in our last issue, have begun the slaughtering of hogs and cattle. Men were engaged in checking up the list of machinery in the burned building preparatory to the arrival of the insurance adjusters. The company are planning substantial additions to the plant, and say that it will take about four months to complete the new structures.

* The movement of cattle from Montreal is quite large, in view of the fact that the markets are not in any too profitable shape for exporters. During the week ending Aug. 6 3,495 head were sent out and 1,213 head of sheep and this compares with 3,995 head of cattle and 1,100 head of sheep the previous week. London got the largest share of the shipments, two steamers going to Liverpool, two to Glasgow and one each to Manchester and Bristol. The Manchester market is said to be becoming more popular and yields relatively good prices.

* A bulletin has just been issued by C. F. Martin, secretary of the National Live Stock Association in regard to the sheep industry in the Northwest. It gives the following interesting data: A careful investigation of the sheep situation develops a condition quite favorable to this branch of the live stock industry in the territory lying west of the Missouri River. In this section of the country careful estimates, based upon the best information obtainable, shows that there are now 30,200,000 including lambs, out of the total of 41,000,000 in the United States.

* Chicago, Aug. 17.—Great Britain, Russia and Japan have entered the markets of the United States for the purpose of purchasing provisions, such as canned and salted meats, for use in their armies and navies. What such an order as will be placed by each country will be can be only estimated from the amount ordered by our Government during the early part of the war between the United States and Spain, but it is safe to say that each foreign power now figuring for the purchase of provisions will place an order for at least 5,000,000 pounds. Already some of the packers are sending out representatives to meet those of other countries to confer with them and to submit bids for the furnishing of part of whatever order may be placed.

* A copy of the latest Government reports on the number of head of live stock in the country has been received by Secretary Martin, of the National Live Stock Association. The figures of the Government show that Colorado is well in the vanguard as a live stock State. The average price of sheep in

Colorado is given at \$2.38, and this is considered at least \$1 too low. In cattle, Colorado ranks seventh, with 935,826 head, which is \$5 above the average for the entire country, and representing a total value of \$24,392,775. The sheep business of the State follows close upon the heels of the cattle business and in that branch of the live stock industry this State ranks tenth. The Government reports that there are 1,623,069 head of sheep in Colorado, which have an average value of \$2.38 and a total value of \$3,809,445.

* Packers and canners of meat and vegetable products have been commenting upon the outcome of an investigation during a trial recently in which the defendant sought to excuse himself from paying for some canned goods by showing that they were canned in 1889 and therefore were of no account. The plaintiff brought out the fact that this did not show that the goods were spoiled, and that, on the contrary, meat and other products canned and sealed well would keep sweet and healthful for over 50 years. The case of thousands of cans of meats that were sent with the British army during the Waterloo campaign was cited. After the campaign the canned goods were returned to England to the amount of hundreds of thousands of cans, and many of them were never disturbed until 1878, when they were sent to the Paris Exposition as a curiosity. A large number of the cans were opened at random and the contents were found to be good and sweet after the lapse of at least 65 years.

* A special agent for the Bureau of Statistics of the Interior Department has just completed a canvass of the range cattle situation, a summing up of which shows an unusually promising condition just now, both in the open ranges and the inclosed pastures. This grass crop, he says, is curing finely, and is strong and abundant, and cattle are maturing rapidly. This applies to West Texas, the Panhandle, most parts of Oklahoma and throughout the ranges of the Indian Territory. As to the Northern ranges, he says that Montana beef cattle will be sold on the Chicago market this week, being fully two weeks earlier than last year, while Indian Territory stock will be somewhat

later this year. There will be a much greater proportion of the herds shipped direct from the ranges this year than ever before, but although the proportion will be greater, the number will not be nearly so large, owing to the depleted condition of the herds. Of the 500,000 cattle that have been transferred from Western pastures to Eastern feed lots, less than 25 per cent. were fed for the slaughter pen, the great majority being stock and breeding cattle.

* Prof. Thomas Shaw, professor of animal industry in the State University of Minnesota, has recently returned to Portland, Ore., after a somewhat extended tour of observation, and makes this report to the people of Oregon: "For beef and mutton there is undoubtedly a great future in this country, but there is a serious difficulty in getting these products where the best money is to be made—the market beyond the Rocky Mountains. The true system of stock growing for profit is to 'finish' the live product ready for the block at home; and right here is your difficulty, since in the long journey from here, say to Chicago, there must be loss both of quality and of weight, calling for another period of 'finishing' at the end of the route, before the animals are ready for slaughter. This phase of the matter practically limits this development of this business to the home market demand. There is, of course, a ready sale for unfinished stock, but there is less profit in this business than in finishing the stock at home. The difference between beef and mutton and pork is that pork can be finished and killed at home. Let me say again, before leaving this subject, for I am greatly impressed with the opportunities of your situation, that I regard the invitation of the swine business as a very remarkable one. And I will add that any Oregon farmer who cries out hard times ought to be ashamed until Oregon ceases to import pork."

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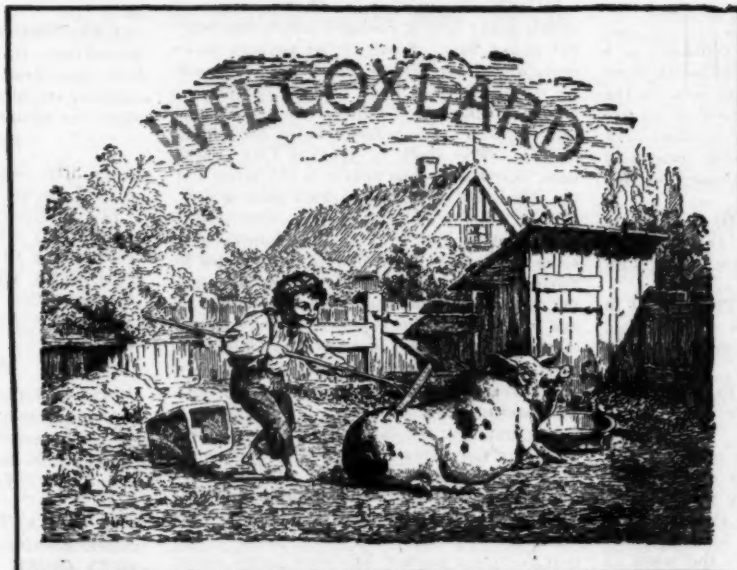
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Hides and Skins

MARKETS.

CHICAGO.

PACKER HIDES.—Traffic continues in a slow, unsatisfactory condition, although there is a better feeling than there has been for the past few days. There is a stimulated inquiry and holders are less susceptible to offers than they have been. Branded hides have sold freely and the market is well cleaned up. We quote:

No. 1 NATIVE STEERS, 60 lb and up, free from brands and grubs, have been in fairly active request. They are worth 11 $\frac{1}{4}$ @12c.

No. 1 BUTT-BRANDED STEERS, 60 lb and up, have sold in a moderate way at 10 $\frac{1}{4}$ c.

COLORADO STEERS are firmer in tone and are held at 9 $\frac{1}{2}$ c.

No. 1 TEXAS STEERS, 60 lb and up have sold in a moderate way at 11c. This is the present quotation.

No. 1 NATIVE COWS, free of brands, 55 lb and up, have sold on a basis of 11 $\frac{1}{4}$ @11c. Light, under 55 lb, are offering at 11 $\frac{1}{4}$ c.

BRANDED COWS are the strongest factor in the present market, having sold to the extent of about 35,000 early in the week at 9 $\frac{1}{2}$ c., the prevailing figure.

NATIVE BULLS are offering at 9 $\frac{1}{2}$ c.

COUNTRY HIDES.—The market is still in an unsettled condition. Some tanners have, owing to stringent needs, purchased at figures above their views. The demand has been sufficient to maintain values which are likely to be preserved for some time.

No. 1 BUFF HIDES, 40 to 60 lb, free of brands and grubs, have sold in a small way at 10 $\frac{1}{4}$ c. Holdings now offer at 10 $\frac{1}{4}$ c., and probably could not be bought for less.

No. 1 EXTREMES, 25 to 40 lb, have sold in a small way at 10 $\frac{1}{4}$ c. Stock is being held at 10 $\frac{1}{4}$ c.

BRANDED STEERS AND COWS are in indifferent request. They are worth about 9c.

HEAVY COWS, 60 lb and up, free of brands and grubs, are firmly held at 10 $\frac{1}{4}$ @9 $\frac{1}{2}$ c. for ones and twos.

NATIVE BULLS.—Very few are available and these offer at 8 $\frac{1}{2}$ c. flat.

CALFSKINS.—A good skin is worth 12c. They are pretty well sold up.

KIPS, 15 to 25 lb, sell freely at 11@11 $\frac{1}{2}$ c.

DEACONS are held at 55c.

SLUNKS, 30c.

HORSE HIDES have sold for \$3.25 and \$3.35, about 1,000 having been sold at these prices.

SHEEPSKINS.—Stocks are closely sold up and packers are firm in their views.

COUNTRY PELTS, 70c.@\$1.

PACKER SHEARLINGS, 50@55c.

COUNTRY SHEARLINGS, 30@40c.

PACKER LAMBS, 60@65c.

COUNTRY LAMBS, 30@40c.

BOSTON.

There isn't any noteworthy difference in the conditions since last week, or, in fact, for several weeks past. Buffs, held at 10 $\frac{1}{4}$ @10 $\frac{1}{2}$ c., are above the views of tanners at 10c. Under these circumstances no great activity can be expected. New Englands continue at 9@10c.

CALFSKINS.—Demand about adequate to the limited supply.

SHEEPSKINS.—Small sales have been effected. Foreign stock is high.

KANSAS CITY.

HIDES.—Though some 17,000, some of nearly every grade, changed hands, the market is not firm. Some of the packers, however, are still of the opinion that hides will go no lower; they have made a determined stand of about $\frac{1}{4}$ c. higher than what some tanners, who are in want of hides, are willing to pay. The stock in Kansas City, to be sure, held by any one packer is not large, but the aggregate of all the packers show a pretty fair amount of hides for this time of the year; and in fact it is several months past since the packers have had as many hides in the aggregate as they have at present writing. Packers think that the marked shortage of cattle in the past week, some 22,000 in the four markets, will have its effect, but they seemingly reason without analyzing in what respect the shortage is pronounced. The packers' kill, while slightly smaller, does not account for the difference, but when one examines the difference in the shipments of feeders for the past week, compared with that of the corresponding week one year ago, they will readily see that the shortage is in stock cattle. The report comes from Texas that there is a marked difference in the steers feeding in the Panhandle this year to those fed corresponding time one year ago; then fully 65 per cent. of the cattle were steers ranging to three years, now the estimation is that not 15 per cent. of the cattle there heavy, the most of the cattle being one and two years old. Kansas, however, has quite a number of Texas cattle to be heard from, as last fall and winter quite an amount were shipped on there to be fed, owing to the abundance of corn, and these are now coming to the market. It would be hard to figure any shortage in beef cattle for the next two months to come, and if the beef cattle come forward, they will be slaughtered by

the packers. Reports are that even as low as the price of leather is at present in comparison to the price paid for hides, that some tanners now regret that they did not accept the prices that were offered for large quantities of leather one month ago. It goes without saying that if there are many tanners in this situation, they will act very cautious in buying hides even at present prices, until their surplus leather is pretty well cleaned up.

SHEEPSKINS are yet pretty closely cleaned up. It seems that the sales made some ten days ago included the packers' slaughter up to the 15th of the month. The prices are seemingly in a very firm position.

PHILADELPHIA.

Very little stock is being moved. There is no change in prices.

CITY STEERS, 10@10 $\frac{1}{2}$ c.

COUNTRY STEERS, 9 $\frac{1}{2}$ @10 $\frac{1}{2}$ c.

COUNTRY COWS, 9 $\frac{1}{2}$ @10c.

COUNTRY BULLS, 8@8 $\frac{1}{2}$ c.

CALFSKINS.—Little demand.

SHEEPSKINS.—The call for fresh stock continues.

NEW YORK.

CITY SALTED HIDES.—There is little stock being sold, and this is being sold by sole and harness tanners. There is no change in prices from last week.

No. 1 NATIVE STEERS, 60 lb and up, 11 $\frac{1}{2}$ @12c.

BUTT-BRANDED STEERS, 10@10 $\frac{1}{4}$ c.

SIDE-BRANDED STEERS, 9@9 $\frac{1}{2}$ c.

CITY COWS, 10 $\frac{1}{2}$ c.

NATIVE BULLS, 9@9 $\frac{1}{2}$ c.

CALFSKINS (see page 35).

HORSE HIDES, \$2@3.25, according to weight, quality and selection.

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HIDES AND PLATES,

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CHICAGO.

15 cents for 3 mos. the rest \$1 per year.

SAN FRANCISCO.

The San Francisco hide market is somewhat stronger. There is no change in prices. It now begins to look as though the bottom had been reached.

SUMMARY.

The late sales of branded hides undoubtedly stiffened the views of the packers and gave some tone to a market otherwise very weak. There is a greatly increased inquiry at present and things are looking generally more hopeful for the packer than they were last week. There is little doubt that offers which would have been accepted with alacrity last week would now receive but scant consideration. The country market, while unsettled, cannot be said to be any weaker. There is sufficient rivalry between dealers and tanners in bidding for stock to easily maintain values. In Boston there is the greatest possible disparity between the views of holders and buyers. Buffs are being held at least $\frac{1}{4}$ c. higher than any tanner will give at present. A genuine Quaker quiet prevails in Philadelphia, not enough stock moving to afford a basis for prices. In New York some hides have been sold to sole and harness tanners.

CHICAGO PACKER HIDES—

No. 1 natives, 60 lb and up, $11\frac{1}{4}$ @ 12 c.; No. 1 butt-branded, 60 lb and up, $10\frac{1}{4}$ c.; Colorado steers, $9\frac{1}{2}$ c.; No. 1 Texas steers, 11 c.; No. 1 native cows, $11\frac{1}{4}$ @ $11\frac{1}{2}$ c.; under 55 lb, $11\frac{1}{4}$ c.; branded cows, $9\frac{1}{2}$ c.; native bulls, $9\frac{1}{4}$ c.

CHICAGO COUNTRY HIDES—

No. 1 buffs, 40 to 60 lb, $10\frac{1}{4}$ c.; No. 1 extremes, 25 to 40 lb, $10\frac{1}{4}$ c.; branded steers and cows, 9 c.; heavy cows, 60 lb and up, $10\frac{1}{4}$ c.; No. 2, $9\frac{1}{2}$ c.; native bulls, $8\frac{1}{2}$ c.; calfskins, 12 c. for No. 1; kips, $11\frac{1}{4}$ @ $11\frac{1}{2}$ c. for No. 1; deacons, 55 c.; slunks, 30 c.; horse hides, $\$3.25$ @ $\$3.35$; sheepskins, country pelts, 70 c.@ $\$1$; packer shearlings, 50 @ 55 c.; country shearlings, 30 @ 40 c.; packer lambs, 60 @ 65 c.; country lambs, 30 @ 40 c.

BOSTON—

Buff hides, $10\frac{1}{4}$ @ $10\frac{1}{2}$ c.; New England hides, $9\frac{1}{4}$ @ 10 c.

PHILADELPHIA—

Country steers, $9\frac{1}{4}$ @ $10\frac{1}{4}$ c.; country cows, $9\frac{1}{4}$ @ 10 c.; country bulls, 8 @ $8\frac{1}{2}$ c.

NEW YORK—

No. 1 native steers, 60 lb and up, $11\frac{1}{4}$ @ 12 c.; butt-branded steers, 10 @ $10\frac{1}{4}$ c.; side-branded steers, 9 @ $9\frac{1}{2}$ c.; city cows, $10\frac{1}{2}$ c.; native bulls, 9 @ $9\frac{1}{4}$ c.; calfskins (see page 35); horse hides, $\$2$ @ $\$2.35$.

HIDELETS.

Andrew G. Webster, the well-known Boston tanner, sailed for Europe recently.

Valentin Fink, the well-known German leather factor, sailed for home on the 16th.

Henry Gozan has recently started as a hide and skin broker at 108 Fulton street, New York City.

Frank E. Hoover, who for 18 years represented Bolles & Rogers, as traveling hide buyer, will hereafter occupy an inside position.

Edward H. Dewson, a prominent Boston leather dealer, and brother of J. B. Dewson, a hide broker of the Swamp, recently died at his home in Quincy, Mass.

The New York appraiser has received from R. F. Patterson, the United States Consul General at Calcutta, a report stating that the weight of calfskins exported from that port was $2\frac{1}{2}$ lb. This is not in accord with the recent decision of the Board of General Appraisers, who held that the dividing line between raw cowhides and calfskins in weight is 25 lb, the term "calfskins" including all so-called hides or skins which weigh less than 25 lb. When dry the dividing line was decided by the board to be 12 lb, all weighing less than 12 lb being skins and all

weighing 12 lb or more as hides. The appraiser held that dry skins weighing 5 lb or over should be classified as hides and assessed for duty accordingly. Skins are exempt from duty under the present tariff, but hides are dutiable at 15 per cent. ad valorem. The report from Calcutta that the calfskins being exported there weigh $2\frac{1}{2}$ lb supports the appraiser's view that the 12-lb limit is too high.

MISCELLANEOUS NOTES FROM THE FAR WEST.

About 55,000 sheep have been sheared at the Pondera, Mont., sheds this season.

Idaho's wool clip this year will be about 1,500,000 pounds, according to the estimate of a prominent wool buyer.

About 700 cattle have been driven out of the Chilcote, B. C., country for the northern goldfields over the old telegraph trail; a good many horses have also been sent.

A movement is on foot at Big Timber, Mont., for the erection of a woolen mill. A public meeting was held and a committee appointed to investigate and report on the feasibility of the project.

Late reports from the cattle raising centers of Fresno County, Cal., are to the effect that the condition of the cattle is not so bad as was at first reported, and that while the cattle are thin in parts of the district, a great many will pull through.

At a meeting of the Manufacturers' and Producers' Association of San Francisco, recently, it was decided to join with the other commercial bodies to introduce a plank into the platform of the various political parties requiring the legislative candidates to support the pure food laws.

For some time past persons at West Berkeley, Cal., have been violating the ordinance forbidding the slaughter of cattle within the town limits, but it was thought doubtful if they could be convicted. Now, however, three men have been captured in the act of violating the ordinance. They were fined $\$20$ each.

Aug. 1 was the thirty-first anniversary of the opening of the California Market in San Francisco. The past year has been a prosperous one with the market, on the whole, although the sad death of Thomas Brown, who had been the superintendent since the opening of the market, was very much felt. G. H. Brown, his son, was chosen to fill the vacancy.

Sealed proposals will be received at the office of the County Clerk of Plumas County, Cal., at Quincy, until Monday, Sept. 5, 1898, for furnishing the County Hospital with provisions and supplies for the year commencing Nov. 1, 1898, and ending Nov. 1, 1899, as per list of supplies on file in the clerk's office, contractor to furnish supplies at prices agreed upon for the entire year. The board of supervisors reserves the right to reject any and all bids. H. C. Flournoy, Clerk.

Fort Benton, Mont., had its second sale of wool for this season a few days ago. About 700,000 pounds were offered, of which the buyers took about 600,000. From reports received the sales were very satisfactory to both sides. The prices ranged between 15 and $17\frac{1}{4}$ c., which is about the average of prices paid in Northern Montana this season. The buyers put into practice the same custom which has held at Great Falls, Mont., that is, the binding of the growers not to divulge the prices paid until after the close of the sales.

W. V. Witcher, president of the Pierce Hardware Co., of Oakland, Cal., and also the owner of a large cattle ranch in Modoc County, Cal., has been traveling during the summer through Northern California buying

cattle from people who were unfortunate enough to have stock but nothing with which to feed them. On account of the dry year feed is scarce, and Mr. Witcher has taken advantage of this to stock his range. In all he has bought something like 2,000 head. These will be driven to his Modoc range, and this fall, after they have been fattened, will be driven to Reno, Nev., where they will be fed alfalfa. They are then sold to Eastern buyers.

A number of sheep men met a few days ago at Marysville, Cal., to take preliminary steps toward the forming of a State organization to be known as the California Wool Growers' Protective Association. The sheep men of the Sacramento Valley are accustomed to drive their sheep to the mountains at certain seasons of the year, and they complain of being overtaxed. In Siskiyou County they are taxed 15 cents a head, and in Sierra and Plumas Counties 5 cents a head. It is the intention to form an association and have laws introduced at the next session of the Legislature that will regulate the future action of the boards of supervisors of the counties in fixing the tax.

The freight department of the Southern Pacific Co. has decided to make a change in the form of its live stock contracts in which all shippers will be interested. As it is now, under their live stock contracts, shippers are allowed free passage for the attendant in charge of the shipment. On the return trip the man in charge is required to buy a ticket, taking a receipt for his fare, which is refunded on presentation of the receipt on his arrival at his destination. Under the new form the company will provide a ticket for the return trip to the man in charge upon presentation of the stock contract at the company's ticket office. In this way the shippers will be relieved of the burden of making a deposit of fare money for attendants.

The cattle in Kings County, Cal., are suffering from Texas fever. Although suffering from the dry year to a certain extent, the cattle, outside of the infected districts of that county, are in a fair condition. In Kings and adjoining counties artificial means have been resorted to to feed and water them. There is fear, however, that the fever, at present confined to narrow limits, will spread. Carey Bros., large buyers of cattle, had 2,500 head of stock condemned at Hanford, Kings County, a few days ago by Dr. C. H. Blemer, Chief Government Inspector for California. Just a few of the cattle were affected, but the whole herd was condemned on this account, as it was feared it might develop in the well ones, as they had been exposed to the disease. The disease has also been discovered in a herd of cattle on the Los Felix ranch north of Los Angeles, Cal.

J. B. Layman, of Hay Fork Valley, Cal., has sworn to a warrant for the arrest of Bland Bros., in the Harrison Gulch section, charging them with the wilful stealing of his stock. It seems that the offenders have been selling beef to Marx Bros., a butchering firm of Shasta, and were usually in the habit of bringing the meat dressed in quarters. They would also bring the hides, which, oddly enough, and without exception, would have the brand carved out of them. This naturally enough excited the curiosity of the purchasers, but when questioned in regard to the circumstance, the Blands would always have an excuse of some kind to offer. Occasionally they would bring in live steers having various brands, which was not at all suspicious if the steers had been bought as represented. However, when a steer with Layman's brand on it was bought from the Blands, the steer and brand were recognized by a chance visitor to the corral. Layman was notified, and the arrest followed.

Cottonseed Oil

WEEKLY REVIEW.

Quotations are by the gallon, in barrels, in New York, except for crude in bulk (tank cars) which are the prices at the mills.

DULL AND BARELY STEADY MARKET.

Each week now makes the improbability greater of doing much more than supporting current prices, while doing away with the "great expectations" that had been held on the closing out of the old supplies. But it is becoming of much less consequence in a general way as to the developments of prices on the current supplies, since the stocks are not of that large order that wide concern is permitted over their values, except as they would play a part over the market rates for the new crop of seed. It is not believed that there are more than 75,000 bbls. of unsold oil in the country, and which would be about half of the quantity usually held on an outgoing crop. This amount would be brought to 30,000 bbls. or 40,000 bbls. even if there was no more of a trading than has existed any time within several weeks, while that degree of business will undoubtedly be carried along on regular small wants of consumers, while if there is any rush of demand the stock would be exhausted. Conditions then so far as the old crop of oil are concerned, are unlike those that have prevailed in any previous season since the product assumed mercantile importance, and more particularly in the smallness of the offerings. The poor point about making any better prices for the oil at once is the continued flat condition of the lard market added to the prospects of an enormous cotton crop, which latter feature keeps buyers very quiet over anticipating wants. It is generally conceded that the cotton crop will be about two weeks late in the Atlantic States, but it rather looks as though Texas expected larger supplies than usual of the new seed in September, and that it is getting ready to invite bids for liberal quantities of the oil for deliveries in that and the succeeding month. Texas last year was a considerable factor in the supplies of oil to the Eastern markets through favorable freight rates, while the probabilities are that it will continue this year its movements to the Eastern seaboard freely, and thus doing away with the feature of any delay in the supplies to this point by lateness of the cotton crop along the near coast sections. Limited quantities of the new crop oil then may be expected next month; a brief interval is allowed to determine the prices of the old oil. The fact that Texas will have its new oil ready for delivery next month will keep the exporters quiet for the intermediate deliveries, and not much is expected from them in the way of figuring over the old oil. But an export business of marked consequence would not be necessary to clean up the supplies of old oil if there should be half-way ordinary demand from the home consumers, while as it is, as before remarked, there will not be much of the old oil left, or at least a quantity over which much concern may be feared, by the time for the arrivals of the new productions. It would seem probable that the trading in compound lard would come up in some degree shortly, now that liberal sources of consumption in Cuba are to be reopened, but this product

needs a European demand to set it right in price and movement for the oil to be materially benefited, and this it is not likely to get so long as pure lard holds from a permanent advance with its current order of restricted export movements. The production of pure lard is not large, as the receipts of hogs have been rather moderate, as well as under expectations, and it is doubtful if its stock has grown further materially at the Western packing centers; but the outside sentiment of the country is against bull speculation, and as probably influenced by the enormous crops of almost everything, while hog products, as well as breadstuffs, have to take a tame position. The theory is that Europe will want the hog products much more extensively in the near future, after its long-time conservative temper over buying, and that the early fall months will give more vitality to their trading, unless something more alarming comes up in connection with yellow fever South to upset their values; it would be hard work in that event to start up liberal foreign interest, which always pauses on an easy market. By that time the new crop of oil will be at hand, and it will need all the invigoration of trading possible to absorb it. With an 11,000,000 bale cotton crop, or thereabouts, which is the present estimate, it looks as though we were to have another season of heavy productions of the oil, low prices for seed as well as the product, while that the

main thing to be determined is the quality of the seed reaching the high grade of the previous season, and which through last year in some degree gave a much larger business than usual. But antagonizing much firmness over the oil just now is as well the slow movements in all soap materials. It is barely a steady market here for tallow, which is accumulating in stock, and has very little inquiry from the other side, while the local soap trade is taking it with a good deal of reserve on a dull market for manufactured goods. This indicates that the soap trade is against buying cotton oil as well. It cannot be said that the market for the oil has changed materially through the past week. There has been steady holding of the moderate stocks, but at the same time it has been hard to get bids on prime yellow over 23½, and at which some lots have been secured, although to 24 is asked, while some choice yellow has been released at 24. New Orleans after selling considerable quantities of good off yellow last week at 21, 21½ and 21½ f. o. b. for export, has been quiet, although it has had further demand at 21. Texas has placed about 8,000 bbls. new crop crude for September and early October delivery at 14½@15, in bulk, and quotes all October delivery there at 14½@15, while it has bids of 14 for that month. In New York there have been sales of 1,100 bbls. prime and choice yellow at 23½@24, 600 bbls. winter yellow at 28@28½, and 300 bbls. white at 26@26½. On Wednesday there were offers to sell small lots of prime yellow here at 23½, and that was considered the best price the market would stand as a quotation. There were bids made to the Atlantic coast sections of 14 for its new crude, to be delivered early in October, but it was doubtful if a seller could be found under 15. While Texas has new oil to sell beginning with a delivery from the

E. H. FERGUSON, President.

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"ECLIPSE" BUTTER OIL.

SUMMER { White C/S Oil.
Yellow C/S Oil.

"SNOWFLAKE" PRIME SUMMER WHITE.

WINTER PRESSED { White C/S Oil.
Yellow C/S Oil.

SUMMER AND WINTER WHITE "MINERS" OIL.

YELLOW AND WHITE COTTONSEED STEARINE.

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"SNOWFLAKE" Prime Summer White.

This oil is prepared especially for Lard Compounders; is sweet and wholesome, being bleached without a particle of acid. A trial means you will use no other.

"ECLIPSE" Butter Oil.

A strictly choice Vegetable Oil, selected and prepared especially for Butter Manufacturers; equaled by none other for quality and uniformity.

"DELMONICO" Cotton Oil.

This brand of Cooking Oil needs no introduction; speaks for itself, and for Culinary Purposes is synonymous with finest.

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A strictly Winter Pressed Oil, prepared expressly for Druggists', Culinary and Salad Purposes; guaranteed to remain bright and limpid at 32 deg. Fahr.

"KENTUCKY REFINING CO.'S" Winter Pressed Oils.

Guaranteed pure and to remain bright and limpid at 32 deg. Fahr. The very best made for any climate.

KENTUCKY REFINING CO.,

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Cable Address: "REFINERY," Louisville.

middle of September, it is considered as improbable that there will be offerings of new seed in the near Atlantic coast sections much before the close of September. On Thursday there were further offers to sell prime yellow here at 23½, while the weakening lard market made buyers cautious even over the small lots than they have been taking right along. (For Friday's closings, see page 12.)

MANUFACTURE OF COMPOUND LARD.

(Concluded from last week.)

Every butcher's shop of any size ought to be fitted with kettle, hasher and press, and all fats kept spread in a cold place until sufficient have accumulated to cook. Put a little water in kettle, hash up fats, render at low temperature and when sufficiently cooked add to each 50 lb stock one-half handful baking soda, dissolved. Agitate for about 20 minutes, skim, and scatter a little salt over the surface. Draw fire or turn off steam, as the case may be, allow to settle well, after which draw to packages through several thicknesses of cheese-cloth, being careful not to disturb settlings, which may be pressed, and grease therefrom sold at a trifle less, and solid passed to dealer in cracklings.

Draw stock warm and cool quickly. A very effective bleach, if properly handled, is: Mix well 8 oz. salts of tartar. 2 oz. acetate of soda and 8 oz. boric acid, and use to each 50 lb stock, when fused, 2 oz. of mixture, a little at a time, agitating constantly, and being careful to keep stock under boiling point for, say one-half an hour, after which, as stated above. Such reacting agents must be always thoroughly dissolved in water. Effervescence will bring the lighter impurities to the top and the heavier will precipitate with the assistance of the salt. The boric acid will correct any possible decomposition and materially enhance the color and standing-up qualities.

We should have far better lard and butter substitutes were not the color line drawn too tight. Grease from a dead hog rendered by the sun and drawn automatically outvies any human skill in purity of color. This fact may have been noticed by some of our readers.

A. Pease, of Galesburg, Ill., contemplates establishing a soap factory in Wichita, Kan.

Internal Revenue Decisions

Ruling on Sheep Dip Revoked.

Internal Revenue Commissioner Scott has revoked his ruling in regard to sheep dip. Although the preparation may be used as a remedy for sheep scab after it has been developed its primary use is as an insecticide to kill insects and parasites before the sheep become diseased. The Commissioner, answering a correspondent, says:

I have to acknowledge receipt of your letter of the 1st inst., raising consideration of the question whether sheep dip, a preparation used in the raising of sheep, is taxable as a remedy for animals under Schedule B of the act of June 13, 1898, or is to be classed as an insecticide. The voluminous evidence submitted has been carefully examined. This office has heretofore ruled that as sheep dip was recommended as a cure for scab, a disease to which sheep are subject, that it must be stamped under the law. This office has been much impressed with the statement in the letter of Hon. Lee Mantle, United States Senator, submitted by you, which is as follows: There can, of course, be no question but that scab is a disease of sheep. At the same time it must be borne in mind that the use of this dip is absolutely necessary to the growing of wool; in fact, sheep can not be profitably grown where they are kept in large flocks or herds without its constant and regular use. It has become, in fact, a part of the business of wool growing, while its use is made compulsory by quarantine regulations at all the public stockyards in the country. It was in recognition of these facts that Congress exempted sheep dip from duty under the provisions of the tariff law enacted last year. * * * Further than this, I may add that in my opinion, it was not the intention of Congress that sheep dip should be taxed under the provisions of the war-revenue measure. Senators W. A. Harris and F. M. Cockrell also give evidence of the same nature.

In view of the above testimony, I have concluded to revoke my decision heretofore given in regard to the taxability of this manufacture, and to rule that although the preparation may be used as a remedy for sheep scab after it has been developed, its primary use is as an insecticide to kill insects and parasites before the sheep become diseased, and, therefore, it is not taxable under the internal revenue laws.

N. B. SCOTT, Commissioner.

INTERNAL REVENUE RECEIPTS.

Washington, Aug. 16.—The preliminary report of the Commissioner of Internal Revenue shows that the receipts from all sources during the fiscal year ended June 30, 1898, amounted to \$170,869,519, an increase as compared with the previous fiscal year of \$24,249,925. The receipts from the several sources of revenue during the year are given in part as follows: Oleomargarine, \$1,315,780; increase, \$281,650. Filled cheese, \$16,518; decrease, \$2,473. Oleomargarine, 55,388,727 lb; increase, 12,854,168. Filled cheese, 1,412,923 lb; decrease, 253,214.

A Bed of Fuller's Earth.

Fuller's earth will be added to the long list of California's commercial mineral products, if a recent discovery in San Bernardino County is correctly reported by the San Bernardino Sun. In reporting the discovery that paper says: "It was made by S. S. Simon, a well-known prospector, who claims he has found an immense bed, apparently inexhaustible, of fuller's earth. Samples of this valuable article have been found in the county before, but they were more of a clay than an earth, and so far inferior to the imported fuller's earth as to be valueless. The new discovery, when tried alongside of that from England, is not only fully equal in quality, but by some is pronounced superior. Fuller's earth is used very freely in packinghouses, and so pleased is the management of the Cudahy Packing Co., of Los Angeles, that they have made a contract to take twenty-four tons per month of this new discovery. The Armour Packing Co. uses from 500 to 600 tons per month, all of which is imported from England. As the article sells readily at \$20 per ton, the financial status of the case is easily discernible. There are imported a million tons per annum into this country."

Floating Slaughterhouse.

The Hamburg liner Burton, trading to Boston, has inaugurated a new departure in the foreign meat trade. She shipped eighteen oxen from Denmark, and to avoid the regulations with regard to the importation of live cattle into the United Kingdom, carried three German butchers, who slaughtered the cattle on the voyage and dressed the carcasses, which were forwarded to London on the steamer's arrival. The experiment had been found to answer, and will be continued on other steamers of the Hamburg line to Boston.—Louisville Post.

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Cottonseed Oil Mill
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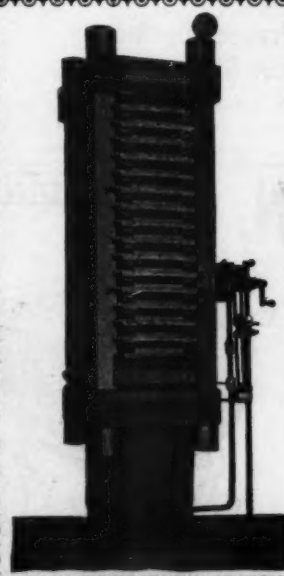
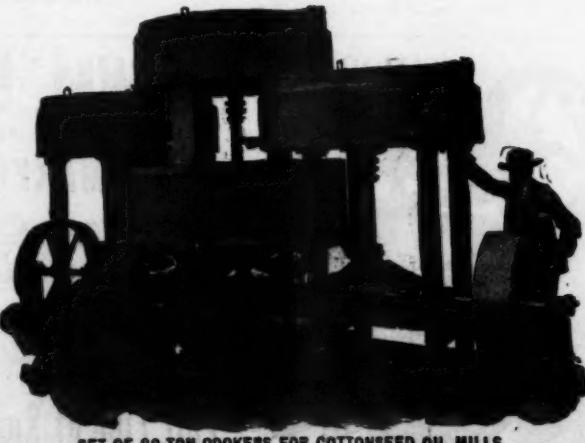
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THE BUCKEYE HYDRAULIC PRESS. SET OF 80-TON COOKERS FOR COTTONSEED OIL MILLS.

Tallow, Stearine, Soap

WEEKLY REVIEW.

All articles under this head are quoted by the lb. except animal oils, which are quoted by the gallon all in packages.

TALLOW—It is possible that there may be at times an equally dreary look to the market of this week, but it shows itself so infrequently that the impression the traders get is that the current exhibition of dullness is exceptional. The little German demand seems to have been either smothered with the moderate quantity it absorbed latterly, or it is awaiting clearer ideas of the future of the position. It is quite certain that the German inquiry which had been referred to for two or three weeks must now arrange itself with other export interests in marked indifference over the offerings here. As concerns England, there is simply a toss of the head among its shippers when tallow is mentioned, and it is quite certain that they will not waste any time in figuring over the product so long as it holds to its nominal current price. Yet England shows a steady market. Its public cable price is still at 19s. 6d. and its auction sale on Wednesday exhibited unchanged prices, where 500 casks sold out of 1,200 casks offered. As well the Australian shipments are small to England. But there are no orders coming thence to buy either here or at the West, while it is assumed that that country is carrying fair stocks and is not especially active in its soap trade, while waiting for the recovery of trading with the fall season and an expected larger and more attractive offering of supplies here. The local soap trade is also very slack over city tallow, with the usual summer dullness in manufactured goods, while satisfied with the offerings of country made. The make of city in hhds. is about 700 hhds. weekly, and the accumulations here are about 800 hhds. The city in hhds. is held at 3%. It is believed that sales could be made at 3 5-16, although it is hard to get bids openly over 3 1/4. The country made lots are not plenty; an ordinary demand would use them promptly and bring about firmer prices; but with the current dullness the receivers are not able to do more than hold the prices about steady. The country melters are not forwarding their makes at all freely, as the current prices look low to them. There have been sales of 275,000 pounds, country made in lots at 3% @ 3 1/4, as to quality, and now and then a choice lot reaching 3 1/2. Edible

has been quite firm at 4; and 200 tcs. taken at that. In Chicago the position is steady and unchanged. There have been sales there of 1,000 tcs. best packers at 3 1/2, and that price is further bid.

OLEO STEARINE.—The pressers here had a reduced and small stock, and with some increase of wants of lard refiners through a coming up of trading in compound lard with Cuba, they were against selling except at 1/4 advance, or asking 5 1/4. But the large users of the stearine here turned their attention to the West; they found that they could buy there at 5 laid down here, and bought in that way 500,000 lb. This satisfied their wants, yet it failed to shake the views of the city pressers over the 5 1/2 asking price, and that continues held here, although there are no bids over 5. The West does not have much of a demand at present from its largest consumers, who bought freely a little while since and are now fairly well supplied, but is marketing there locally at 4 1/4, and 150,000 lb sold outside of the large lot referred to to come forward to this market.

LARD STEARINE.—There is a very limited requirement here since the continent trading in lard is slack. The refiners for the most part turn out all they need. There is a little export inquiry steadily, but this is in named brands and at a special price. The Western lots are not plenty and they are in a good degree nominal at about 6 1/4.

GREASE.—The large sales of the previous week about filled all of the orders for bone grease from the Mediterranean ports, and this class of stock, while quiet comparatively, is on account of its reduced stock firmly held at the advance of 1/8 then made. There has been a little done with Germany this week. The local pressers are very moderate buyers. The general position of the market is quite firm, with assortments not excessive of any grade. Nice "A" white is quite scarce and would bring 3 1/4. There have been sales of 400 tcs. white at 3% @ 3 1/4 for "A" and 3% for "B;" also 280 tcs. yellow at 2 1/4 @ 3; 150 tcs. brown at 2 1/4 @ 2 1/4, and 75,000 lb bone at 3 1/4 @ 3 1/4.

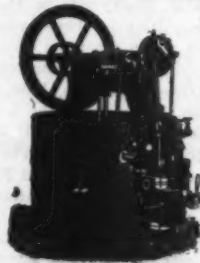
GREASE STEARINE has further export demand and holds the advance of last week.

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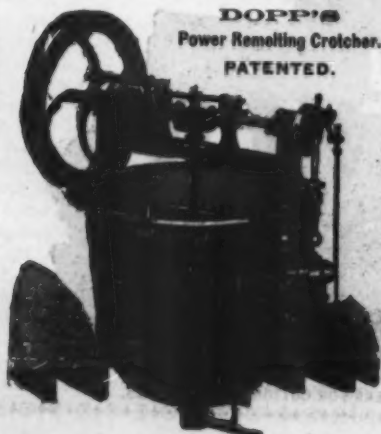
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Full Line of Soap Makers' Machinery

Descriptive circular and catalogue on application.



DOPP'S STEAM JACKETED KETTLE.
PATENTED.

Sales of 150,000 lb white at 4, with yellow at 3% bid and 3% asked.

LARD OIL.—The manufacturers have been buying for some time in a very conservative way, while it is not likely that they will change their policy so long as the lard product looks unstable. They have been able to secure a few lots that they needed for prompt use at easier prices, while they will halt over more important assortments until there are clearer ideas over future values. The dealers have been very conservative in stocking up, since they find their distributions small. There should be a good, full business when the position is fully settled in consideration of the conservative operations for some time. Quoted at 44@46. (For Friday's closing, see page 12.)

Tallow Exports from Frisco.

Among the recent exports from San Francisco were 20,015 pounds of tallow to Central America.

SOAP NOTES.

Hales & Ballinger, 1200 Chestnut street, Philadelphia, are taking bids on small alterations to the factory building of the Fels Naptha Soap Company.

Mr. Schultz, the soap manufacturer, has in course of erection a fine steel fireproof building at Columbus, Ohio, to be used for office purposes and storerooms.

The Revenue Collector has seized at Lancaster, Pa., a lot of soap which had been shipped by the Cacti Soap Company, of Columbus, Ohio, because of failure to attach proper revenue stamps.

Fire has destroyed the fat rendering establishment of James N. Arbuckle, in Newark, N. J., situated south of the Central Railroad, near the Passaic River Bridge. Mr. Arbuckle may need new machinery.

SOAPMAKING.

Snow-White Toilet Soap by the Cold Process.

Brilliance and transparency being a great desideratum for these white soaps, high-class raw materials—such as best white Cochinchina coconut oil—are essential. The oil is not always obtainable fresh, and must therefore be purified before use, the free fatty acids produced as a result of rancidity due to the absorption of oxygen from the air during storage, tending to darken the color of the soap, although, on the other hand, facilitating rapid saponification.

Purification may be effected in two ways—either by washing the oil with strong alkali or by boiling it along with weak lye, the former being preferable. The oil is placed in a clean, bright, jacketed iron pan, and heated—by steam, hot water, or direct fire—to about 145° F., and mixed with 3 or 4 per cent. of 36-38° caustic soda lye, this quantity being increased to 5-6 per cent. in the case of very old and rancid oil. After covering up the pan is left for six to eight hours, or overnight, whereupon, if the oil appears turbid, from 1½ to 2 per cent. of 20-30° B. brine, warmed to 170-175° F., is crutched in, and completes the clarification. The purified oil is water-white in color, and sets to a snow-white mass when cold, while the free fatty acids have combined with the lye and settled down to the bottom.

In the second method the coconut oil is mixed with half its weight of 3° lye, boiled for about half an hour, and clarified with 5 per cent. of salt.

To prepare the soap, 100 parts of the prepared oil are saponified in the usual manner with 50 parts of 38° B. caustic soda lye and 3 parts of a 38° B. solution of carbonate of potash, and the product scented with a half a part of oil of peppermint or oil of bitter almonds.—Seifensieder Zeitung.

Fertilizer Facts.

Tankage is a slaughter house refuse largely used in the mixing of fertilizers. In its manufacture, the scraps of meat, tendon and bone which have no other value are thrown into tanks in which their grease is extracted, after which the residue is dried and ground. As found in the market it is a fine, dry meal, having but little odor, and serves as a useful carrier of both nitrogen and phosphoric acid. It is variable in composition, running from 6 to 10 per cent. of ammonia and from 10 to 35 per cent. of bone phosphate, bone phosphate being that compound of phosphoric acid and lime which is found in bones, and which contains about 46 per cent. of phosphoric acid united with about 54 per cent. of lime. A standard grade of tankage is called 9 and 20, meaning that it contains 9 per cent. of ammonia and 20 per cent. of bone phosphate, equivalent to 9 per cent. of phosphoric acid.

Tankage ranges as low as a 6 and 35 or 6 and 40 grade, and as high as a 10 and 10 grade, or from a material consisting chiefly of bone to one approaching dried blood in composition. The nitrogen in tankage, especially in the lower grades, is not so quickly available as in blood, but when used in proper combinations tankage appears to be a very useful fertilizing material.

The cottonseed oil factory in Florence, Ala., is now assured. The Messrs. Ashcraft have given the contract for the machinery, to the extent of about \$15,000, and the work on the plant will go forward with energy in order to be ready for work when the ginning season commences. Mr. C. W. Ashcraft is president and general manager of the company, and Mr. Erister Ashcraft is secretary and treasurer.

Fairy Soap, Copco Soap, Santa Claus Soap, Gold Dust Washing Powder.

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The machines are all equipped with a new Counting Device or Register, enabling the user to obtain an absolutely correct count of every sack filled through the machine.

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One of the most important and practical inventions of the age pertaining to the cottonseed industry.

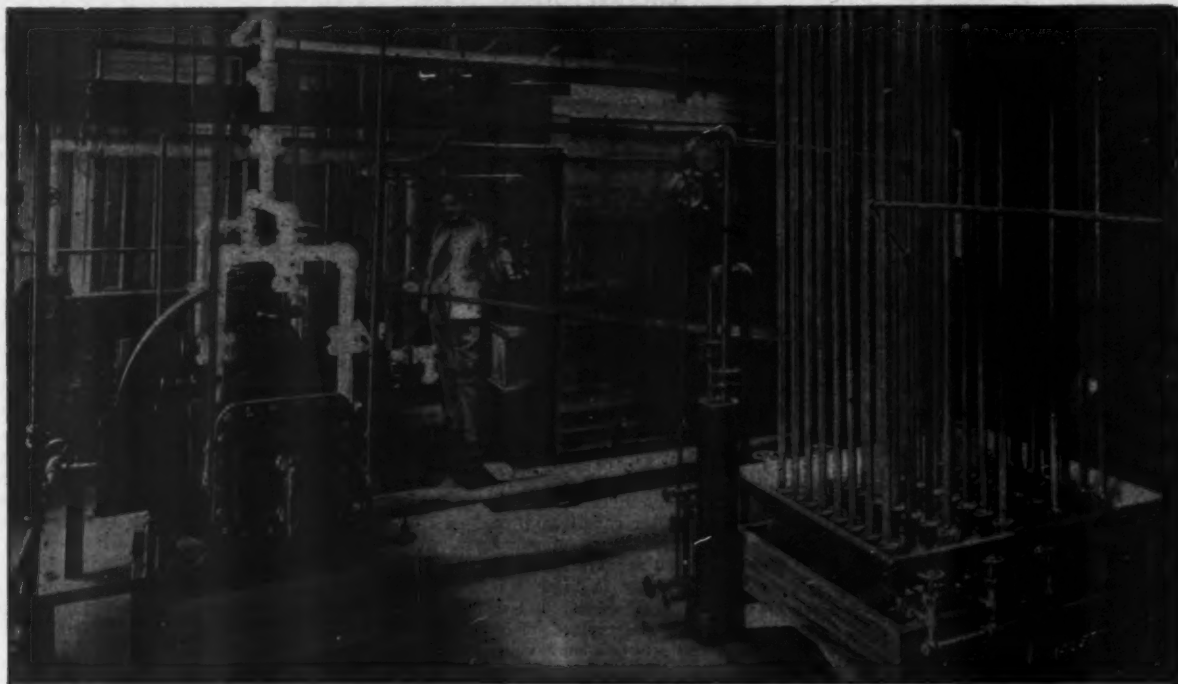
By the use of one man to adjust the sack and remove it when filled this machine is capable of automatically weighing and filling 1500 to 2000 sacks in a day of ten hours.

RAPID WORK,
ACCURATE
WEIGHT,
CORRECT
COUNT,
POSITIVE
ACTION,
GUARANTEED.

The Pratt & Whitney Co.

Address, Weighing Machine Department,

HARTFORD, CONN.



Last week this space contained a cut of the meat room of the Cook County Hospital, Chicago, Ill., and referred to the new refrigerating plant which had been installed. The above shows it fully. The compressor is belted from the small engine in the back ground and hides the brine pump which is near the brine tank. The Condenser is of the vertical evaporative type, economical of water and easily handled. Such a plant is efficient, durable and convenient.

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Alphabetical Index can be found on page 7.

Ice and Refrigeration

—The Aurora (Ill.) Pure Ice and Cold Storage Co. has increased its capital from \$30,000 to \$45,000.

—The new plant of the Ashtabula (Ohio) Crystal Ice Manufacturing and Cold Storage Company made its first output last week. Its daily capacity is 30 tons.

—The Sattilla (Ga.) Manufacturing Company has ordered an 8-ton Vogt ice machine of the latest pattern to be added to the present plant of 6 tons capacity.

—A \$15,000 ice plant is to be established in Milford, Del., near the railroad depot. George H. Hall and Frank H. Krambick, both of Milford, are at the head of the enterprise.

—The Chautauqua-Eureka Ice Co., of Pittsburgh, Pa., has taken out a permit for a seven-story storage building to occupy the site of the one destroyed by fire some months ago. It will cost \$100,000.

—An ice factory and cold storage plant is soon to be erected in New Braunfels, Texas. It will be built by Harry Landa. The plant will be of 10 tons capacity. The necessary machinery, it is stated, has already been ordered, and it is expected that the factory will be in working shape by next season.

—The Santa Fé Railroad management in Topeka, Kan., has made the costly discovery that center ice tank refrigerator box cars are a failure. During the three years the cars have been in service on the road there has been a loss in the amount of ice used on the basis of the amount used in the ordinary refrigerator cars. The cars are to be remodeled at a cost of several hundred dollars each. Two hundred and fifty of the center ice box cars were purchased by the Santa Fé about three years ago. The ice box was built in the center of the car with space for produce at either side, and it was claimed that the arrangement was economical in the use of ice. Instead of being economical the arrangement has been costly, as it required more ice to keep produce than in the ordinary cars with the ice boxes built at either end. The center ice box is now to be torn out and new ice boxes built at each end. The 250 cars have been shipped to Wells & French works in Chicago where the remodeling will be done.

—At the last meeting of the Car Foremen's Association, at St. Louis, Mo., Mr. G. W. Showers delivered an interesting address on

the relation of private car lines to the railroad. The following extract gives his views on "freezers:" The refrigerator car has developed the fruit and vegetable business to an extent beyond comparison at the time when the refrigerator car was an unheard-of element in railroad equipment; it has worked wonders in the dairy line, and has made the packing business one of the foremost institutions of the country. I am told that the refrigerated products of our packinghouses can be found in nearly every civilized section of the globe. The palace car has been an ally in the building up of the packinghouse business; it has done nearly as much as railroads in building up and civilizing the frontier sections of the country by enabling cattle raisers to move to cheaper lands more distant from markets, the increased distance being reduced by the decreased time in reaching markets. A practical example of this combination can be seen throughout Texas, Kansas, Nebraska and the Dakotas, where farmers are tilling soil used only a few years ago by cattle raisers.

TRADE LITERATURE.

The Fred W. Wolf Co., of Chicago, have issued a handsome illustrated catalogue printed in Spanish, setting forth the merits of their ice machines, which is well calculated to make an impression on Spanish-speaking manufacturers and others who are in need of ice machines and refrigerating machinery. Now that Spain has received the sound thrashing she deserved, the Dons will probably have more respect for Uncle Samuel, and incidentally for the products of the ingenuity, skill and brains of his people. The Wolf Co.'s catalogue should be welcomed not only by Spain but in Mexico and the large territory in South America where we hear "Spanish as she is spoke." The Wolf Company is to be congratulated on their enterprise.

THE PARIS EXPOSITION IN 1900.

We are in receipt of a letter from Ferdinand W. Peck, United States Commissioner General to the Paris Exposition in 1900, in which it is urged that prospective exhibitors communicate with him at an early date as to the amount of floor space they will probably need. Blanks are furnished for this purpose. The Commissioner's address is the Auditorium Building, Chicago. For agricultural and food products 20,000 square feet have been allotted.

COST OF THE WAR.

Washington, Aug. 16.—Although the war with Spain lasted only 114 days, it is estimated that it has cost the Government so far \$150,000,000, of which \$98,000,000 has been actually paid out of the Treasury. Beginning with March 1, when the first increases in the expenditures in anticipation of war became apparent in the daily expenditures of the Treasury, the actual disbursements on this account have been approximately as follows: March, army, \$600,000; navy, \$2,400,000; total, \$3,000,000; April, army, \$1,200,000; navy, \$9,800,000; total, \$11,000,000; May, army, \$12,000,000; navy, \$7,000,000; total, \$19,000,000; June, army, \$16,500,000; navy,

P. & B.



INSULATING PAPERS.

For All Cold Storage Insulation.
Absolutely Air Tight and Moisture Proof.
Strong and Entirely Odorless.
Will Not Deteriorate with Age.
No Wood in Paper Stock to Decay.
No Oil to Dry Out.
Recognized by Experts to be the BEST.
The Acknowledged Standard for over Ten Years.

The Standard Paint Co.

81-83 John Street,

CHICAGO OFFICE, 159 Fifth Ave., Chicago, Ill. NEW YORK.

MANUFACTURERS ALSO OF

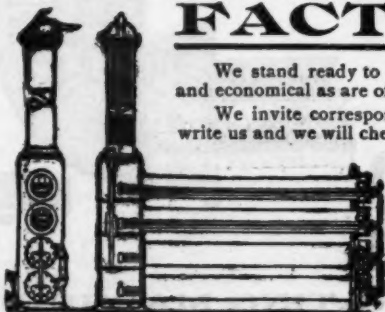
P. & B. PAINTS

For Preserving Coils, Pipes and all Wood and Iron Work Exposed to Dampness, Acids or Alkalies.

FACTS. All Ice Manufacturers know that there are inferior Ice and Refrigerating Machines built.

We stand ready to challenge any builders to show that our machines are not as efficient and economical as are offered in the market.

We invite correspondence. Should any contemplative purchasers wish any information, write us and we will cheerfully give it our prompt attention and send illustrated catalogue.



GENERATOR—Pat. Jan. 24, 1898, and Sept. 23, 1899.

HENRY VOGT MACHINE CO. LOUISVILLE, KY.

BUILDERS OF LATEST IMPROVED ICE AND REFRIGERATING MACHINES.

WRITE FOR PRICES.

ATMOSPHERIC CONDENSER, COILS, TANKS FURNISHED FOR ANY MACHINES.



Absorber with Patented Automatic Regulating Valve. (Pat. Nov. 1, 1892.)

\$6,500,000; total, \$23,000,000; July, army, \$29,500,000; navy, \$5,500,000; total, \$35,000,000; to Aug. 13, army, \$5,500,000; navy, \$1,500,000; total, \$7,000,000; total charged to War Department, \$65,300,000; total charged to Navy Department, \$32,700,000; grand total, \$98,000,000. The appropriations made by Congress on account of the war aggregated about \$300,000,000, and cover the time to Jan. 1, 1890.

* If the consumption of meat is as conducive to the health of the population as it is indicative of prosperity, the people of England are in a satisfactory condition. Annual agricultural returns, just issued, show that during 1887 England imported 4,500,000 cwt. of live cattle and sheep and 14,700,000 cwt. of meat, including bacon and hams. Taking these two classes together, the figures represent an increase on the preceding twelve months of 1,650,000 cwt., and would give a ration of 54 pounds per head to every man, woman and child in the United Kingdom. For this vast importation England paid £71,500,000 in gross. During the five years from 1891 to 1895 inclusive the average consumption was 122 pounds per head per annum. During last year the quantity on the market was equal to 131 pounds per head, of which 41 per cent. arrived from abroad.—Exchange.



Dividends are made by saving on ice bills. Use a door that **TIGHTENS ALL THE TIME**. Door and frame together, with or without sill, als with trap for overhead track, and for old doorways. Freezer doors that will not freeze fast. Made from **TASTELESS and ODORLESS SPRUCE LINING LUMBER** for Meat, Egg and Butter Rooms. Large or small quantities, all grades. Low prices.

ASK FOR NEW CIRCULAR.

STEVENSON CO., LTD.,
CHESTER, PA.



Voss Ice Machine Works,

CONSULTING ENGINEERS AND
MANUFACTURERS OF

ICE AND REFRIGERATING MACHINES.

Also of Ammonia Valves and Filling.

SPECIAL ATTENTION GIVEN
TO REPAIRS.

254 East 53d Street. NEW YORK.

ATLANTIC REFRIGERATING CO.

NEW YORK OFFICE, WOOL EXCHANGE BLDG.,
WEST BROADWAY, FRED'K A. CLEMONS, AGT.
MANUFACTURERS OF THE

SPRINGFIELD, MASS.

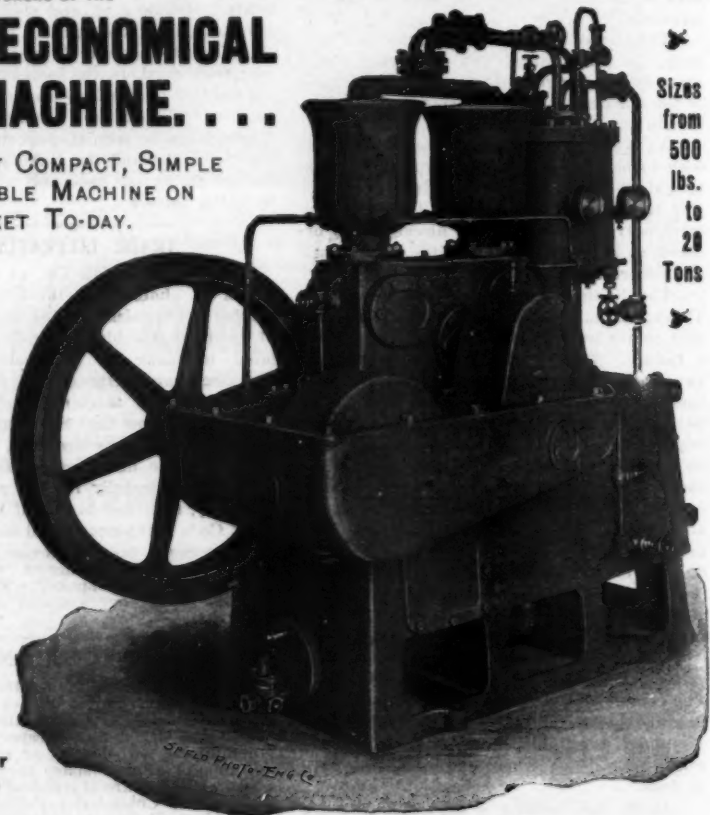
NEW ECONOMICAL ICE MACHINE. . .

THE MOST COMPACT, SIMPLE
AND DURABLE MACHINE ON
THE MARKET TO-DAY.

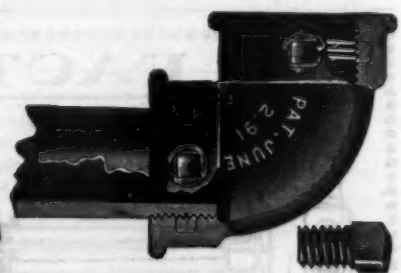
FOR
Markets
Dairies
Hotels
Restau-
rants
etc., etc.

Cut shows
the complete
Machine,
Compressors,
Condenser,
Oil Trap and
Liquid Re-
ceiver, all in
one piece of
Machinery.

Send for our
Descriptive
Catalog.



TIGHT JOINT MALLEABLE IRON AMMONIA FITTINGS



For ICE & REFRIGERATING MACHINES

NEVER LEAK.

TIGHT JOINT CO., 181-183 BANK ST., N. Y.

Trade Chronicle

INVENTIVE GENIUS.

Patents and Trade-Marks Granted
in Washington on August 16.

31,879. CERTAIN NAMED FOOD EXTRACTS AND PREPARATIONS. CHARLES RICHARD VALENTINE, Los Angeles. Filed Aug. 14, 1897.

VALTINE

Essential feature.—The word "VALTINE" Used since February, 1897.

31,885. CERTAIN NAMED PRESERVATIVE COMPOUND. EDWARD CALK, New York, N. Y. Filed July 7, 1898.

HOMOZON

Essential feature.—The word "Homozon" Used since May 31, 1898.

NEW CORPORATIONS.

THE HARRISON PORK PACKING CO., LTD., has been incorporated in Toronto, Ont., with a capital of \$100,000.

WOODRUFF COTTON OIL CO. has been incorporated in Simpsonville, S. C., by T. R. Cox and F. D. Hunter. Capital stock, \$20,000.

A company has been incorporated in Winnipeg, Canada, under the Ontario Act, with a capital of \$50,000, to engage in the cold storage and the general produce and provision business at Port Arthur. Hon. Jeffrey Pendergast Yerker, of London, England, heads the list of promoters.

BESSIRE'S BROKERAGE BUSINESS.

Attention is called to the ad on page 14 in this issue of J. P. Bessire, of Indianapolis, who has established a general brokerage business in that city, handling among other things canned goods, etc. Mr. Bessire invites correspondence from packers and shippers with a view of securing desirable accounts. Those having any business in Mr. Bessire's line should read his advertisement for further particulars and profit thereby.

TRADE NOTES.

Those who do business with commission merchants and brokers are respectfully referred to the card on page 43 in this issue of Mr. John Jamison, of Philadelphia. Mr. Jamison handles butter, cheese, eggs, poultry and provisions, Ashton's Diamond Crystal and Worcester salt and creamery supplies. Mr. Jamison has built up the large business he enjoys through persistent effort and indefatigable energy, and through his fair treatment of all, a customer once his is as a rule always his.

A good business opportunity is offered on page 42 in this issue. The owner of a large and well-equipped packinghouse is desirous of opening up negotiations with a good packinghouse man or a responsible firm with a fair amount of capital, to reopen the packinghouse mentioned for the coming season. The entire interest will be sold if desired. See page 42 for further particulars.

NOTES FROM THE FAR WEST.

Seven carloads of sheep shipped from Ellensburg, Wash., belonging to Jacob Clemans, were wrecked east of Spokane, Wash., about 500 sheep being killed.

San Joaquin Valley, California, is furnishing thousands of stock hogs and sheep for the Middle States this season. Earlier in the season several train loads of porkers were shipped from that valley to Nebraska, and now a number of buyers are securing sheep for shipment to the ranges in Montana, Nebraska and other parts of the middle West, where cheap feed may be had. The drought has made feed high in this State, and as a result it is profitable to ship stock East to be fattened and sold in the great markets offered by Chicago, Omaha and Kansas City packinghouses.

A disease unknown for many years in San Joaquin County, Cal., has made its appearance among the cattle there. The malady first began among the herds on the low, swampy lands, where the germs generated, but it has now extended to the upland. The disease is called "anthrax." The disease is contagious, the affected animals dying in from one to three days. Anthrax is a blood disease and attacks the healthiest cattle. The disease is not confined to cattle, although these are the only ones that have it in San Joaquin County. Sheep can have it, and it is then known as "braxy."

The heirs of the Miller & Lux estate have announced a compromise by which the litigation over the estate is finally ended. Some time ago the heirs of Charles Lux became involved in a dispute with Henry Miller, the surviving partner of the firm, claiming that he was managing the affairs of the estate to their disadvantage. The result was the filing of a suit against Miller for a division of the property of the firm and for an accounting. Since that time, however, the firm has

been incorporated and the affairs of the estate put in the hands of a board of trustees. When the matter came up in court the Lux heirs said that the actions of Mr. Miller met with their hearty approval, and that the action against him no longer had a valid foundation. The court, on hearing this statement, dismissed the case, thus ending the litigation for all time.

Dairy School for University of California.

The Dairymen's Association of Southern California held its annual convention in Los Angeles, Cal., recently. The plan to establish a dairy school in connection with the College of Agriculture of the State University of California at Berkeley, was heartily approved of by the association, and a committee was appointed to work for the establishing of such school. The school will be established on a tract of farming land owned by the college in West Berkeley, near Berkeley Campus. It will be open during the part of the year when there is the least to be done in the dairy, with a practical man in charge. The students are to be instructed in butter and cheese making, fermentation, bacteriology, chemistry and kindred subjects. The agricultural scientists of the college will undertake original investigations in problems of feeding, breeding and the diseases of cattle, and on cheese making and other practical subjects.

New Packinghouse in Baltimore.

Nelson Morris & Co. have leased in Baltimore, Md., a plot of ground 33 feet on Pratt street, running back 127½ feet to Howard street and 77 feet front in an L-shape on that street, on which they will erect a branch of their packinghouses. These premises, we understand, are intended to combine the two branches already in that city. The ground has already been broken for this new plant.



No Pork Packer can afford to be without

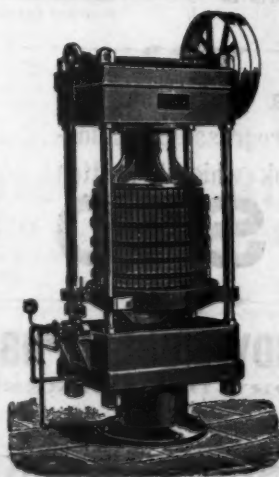
THE CHAMPION FAT CUTTING MACHINE

Cuts 100 lbs. per minute uniformly.
Reduces Crackling Cake 6 per cent.

HAS STOOD ALL TESTS.

Made only by

JOHN B. ADT, 332 to 342 N. Holliday Street,
BALTIMORE, MD.



HYDRAULIC SCRAP PRESS.

THREE SIZES BY HAND OR POWER.

Doors swing open to remove crackling.
Follower swings back to uncover hoop when putting in scrap.
Full pressure at any point.
No blocking required.

SEND FOR
CATALOGUE.

BOOMER & BOSCHERT PRESS CO.

362 W. WATER ST., SYRACUSE, N. Y.

New York Office,
200 Greenwich Street.

HAND-BOOK AND DIRECTORY For PORK AND BEEF PACKERS

THE LATEST AND MOST
IMPROVED METHODS OF
SUCCESSFUL PACKERS,
FOREMEN AND SUPERIN-
TENDENTS.

PORK PACKING AND CURING FROM A TO Z IN ALL THE DEPARTMENTS OF THE PACKINGHOUSE

SOME OF THE SUBJECTS TREATED ARE:

LIVE HOGS

HOG KILLING

PEPSIN MANUFACTURE

THE CHILL ROOM

CUTTING OF HOGS

FRESH MEATS, HOG TESTS AND RELATIVE VALUES.

Table showing average weights of cuts, meats and lard yielded by live hogs of 110 to 450 pounds. (This table alone is worth the price of the book to every packer.) Etc., Etc.

PACKING AND SHIPPING MEATS.

Points for Shippers of Provisions to England.

DOMESTIC PACKING & SHIPPING.

Tables of No. 1—Box Averages Export Meats. No. 2—Tierce Averages at 300 pounds. No. 3—Table of Convertible Values for Provision Exports to Great Britain, etc., etc.

CURING.

Some Good Recipes for Curing. Cure for Tongues Packed in Barrels at 220 Pounds. Cure for Bellies in Tierces. Westphalia Hams, etc., etc.

AMERICAN DRY SALT MEATS.

SMOKE DEPARTMENT.

Pickle Cured Meats. Dry Salt Cured Meats, etc., etc.

SAUSAGE DEPARTMENT.

TANK DEPARTMENT.

Prime Steam Lard. The Melting Point of Lard, etc., etc.

GUT AND CASINGS DEPARTMENT.

FERTILIZER DEPARTMENT.

IN ADDITION TO THE ABOVE THERE ARE 7,000
NAMES OF THE FOLLOWING BRANCHES OF
THE WHOLESALE TRADE, VIZ.:

Pork and Beef Packers.—Wholesale Butchers and Slaughterers.—Wholesale Dealers in Meats.—Wholesale Provision Dealers.—Lard Renderers and Refiners.—Oleomargarine and Butterine Manufacturers.—Yellow Renderers and Dealers.—Provision Brokers and Commission Merchants.—Cotton-Seed Oil Manufacturers and Refiners.—Sausage Manufacturers (wholesale and retail).—Fertilizer Manufacturers and Dealers.—Scap and Candle Makers.

Any intelligent reader will see at a glance that this book is an absolute necessity to every progressive packing-house and that each chapter in the book (which is written by experts), is fully worth the price

\$10

of same, viz.:

The Book should be in every Packing-house, Slaughter House, Rendering Plant, Sausage Factory, Soap or Fertilizer Works, Cotton Oil Mill, and any other establishment connected with or allied to the Great Meat and Provision Industries of the United States and Canada.

THE NATIONAL PROVISIONER PUBLISHING CO.,

DIRECTORY DEPARTMENT.

NEW YORK, 284-286 Pearl St.

CHICAGO, Rialto Building.

Detailed Shipments of Hog Products from Chicago.

The following table shows the detailed shipments of hog products from Chicago for the week ending Aug. 13, 1898, and since Oct. 25, 1897, to date compared with corresponding period last season:

ARTICLES.	Week ending Aug. 13, 1898.	From Oct. 25, 1897, to date.	Week ending Aug. 14, 1897.	From Oct. 25, 1897, to Aug. 14, 1897.
Pork, bbls.....	4,614	166,750	3,034	186,775
Lard, lbs.....	12,187	176,813	4,898	416,249
" bbls.....	969	88,631	3,193	88,561
" tanks, lbs.....	83,010	1,117,608	2,964,918	2,964,918
" pkgs.....	35,078	2,355,158	28,611	1,909,149
Hams, bbs.....	6,765	211,301	5,177	178,813
" lbs.....	2,074	76,040	3,814	98,673
" bbls.....	709	17,563	2,831	25,961
" pkgs.....	434	48,123	5,495	132,979
pc.....	117,301	3,333,161	55,462	2,592,633
Sides, lbs.....	10,460	381,206	10,735	282,303
" bbls.....	402	13,317	491	15,465
" lbs.....	741	38,936	1,091	30,530
" pkgs.....	1,285	62,233	2,317	40,713
pc.....	188,116	3,950,927	113,199	3,423,928
Shoulders, lbs.....	1,065	39,128	1,625	42,213
" bbls.....	64	998	39	2,560
" lbs.....	118	8,953	240	28,156
" pkgs.....	2,592	118,554	5,392	467,798
pc.....	927	68,636	3,038	44,187
Other prod., lbs.....	473	10,765	193	14,133
" bbls.....	528	30,320	613	45,352
" pkgs.....	9,882	428,065	9,965	370,828

GROSS WEIGHT OF PRODUCTS.

ARTICLES.	Week, 1898.	Week, 1897.
Lard, lbs.....	8,505,113	6,301,119
Hams, lbs.....	6,784,497	4,604,124
Sides, lbs.....	10,917,603	8,651,683
Shoulders, lbs.....	856,359	987,461
Other products, lbs.....	1,375,248	1,840,194

ARTICLES.	Season, 1897-8.	Season, 1896-7.
Lard, lbs.....	386,179,546	315,412,749
Hams, lbs.....	311,872,319	187,449,976
Sides, lbs.....	393,685,765	312,618,573
Shoulders, lbs.....	29,364,710	44,950,107
Other products, lbs.....	68,649,205	87,733,821

Weekly Movement of Provisions.

The following were the receipts and shipments of provisions for the week ending Aug. 13, 1898, and since Oct. 25, as compared with the corresponding time in 1896-7:

RECEIVED.	For Week.	Since Oct. 25, 1897.	Same time, 1896-7.
Beef, pkg.....	382	2,662	230
Pork, bbls.....	4,419,193	187,947,517	126,535,466
Cut meats, lbs.....	831,960	87,906,134	47,765,515
Lard, lbs.....			
SHIPPED.			
Beef, pkg.....	1,358	52,567	62,862
Pork, bbls.....	4,614	164,292	186,275
Cut meats, lbs.....	19,931,765	708,464,990	602,160,272
Lard, lbs.....	8,505,113	386,479,546	315,412,749

Exports of Provisions.

The exports of pork, bacon, hams and lard from the principal Atlantic seaboard, their destination and a comparative summary for the week ending Aug. 13, 1898, is as follows:

To	1898, Week ending Aug. 13, 1898.	Same to 1897, Aug. 13, '97.	Nov. 1, '97, to Aug. 13, '98.
U. Kingdom.....	789	1,713	60,515
Continent.....	814	357	35,662
So. & Cen. Am.....	475	151	17,221
W. Indies.....	1,771	6,414	82,076
Br. No. Am.....	32	29	10,559
Other countries.....			1,755
Total.....	3,834	8,644	207,718

BACON AND HAMS, LBS.

U. Kingdom.....	14,550,332	13,114,525	610,041,349
Continent.....	2,207,708	2,086,205	135,551,401
So. & Cen. Am.....	204,966	205,700	4,387,943
W. Indies.....	73,550	240,800	5,537,478
Br. No. Am.....		1,125	149,960
Other countries.....			459,925
Total.....	17,195,554	15,738,335	756,128,086

LARD, LBS.

U. Kingdom.....	2,628,492	3,427,336	230,467,976
Continent.....	5,122,758	4,973,717	266,927,227
So. & Cen. Am.....	429,080	720,670	17,383,144
W. Indies.....	530,970	819,060	15,657,245
Br. No. Am.....			382,168
Other countries.....	37,500		1,094,494
Total.....	8,548,800	9,941,713	531,912,252

Recapitulation of the week's exports.

From	Pork, Bbls.	Bacon and Hams, Lbs.	Lard, Lbs.
New York.....	3,041	6,633,475	4,504,720
Boston.....	397	5,472,580	1,281,872
Portland, Me.....		1,869,600	170,258
Phila., Pa.....	386	1,837,426	1,195,490
Balto., Md.....			
Norfolk, Va.....			
Newport News.....	10	60,341	116,450
New Orleans.....		1,321,522	1,280,010
Montreal.....			
St. John, N.B.....			
Total.....	3,834	17,195,554	8,548,800

COMPARATIVE SUMMARY.

	Nov. 1, '97, to Aug. 13, '98.	Nov. 1, '96, to Aug. 13, '97.	Increase
Pork, lb.....	41,543,600	39,449,400	2,094,200
Hams, Bcn, lb.....	756,128,086	625,181,880	130,946,206
Lard, lb.....	531,912,252	446,279,381	85,632,871

Pork Packing.

Special reports show the number of hogs packed since March 1 at undermentioned places, compared with last year, as follows:

	1898.	1897.
March 1 to Aug. 10—		
Chicago.....	3,120,000	2,765,000
Kansas City.....	1,405,000	1,364,000
Omaha.....	783,000	730,000
St. Louis.....	593,000	482,000
Indianapolis.....	466,000	405,000
Milwaukee, Wis.....	206,000	144,000
Cudahy, Wis.....	313,000	210,000
Cincinnati.....	278,000	253,000
St. Joseph, Mo.....	382,000	165,000
Ottumwa, Iowa.....	278,000	255,000
Cedar Rapids, Iowa.....	219,800	191,300
Sioux City, Iowa.....	158,000	113,000
Cleveland, Ohio.....	192,000	228,000
Louisville, Ky.....	188,000	136,000
St. Paul, Minn.....	137,000	47,000
Keokuk, Iowa.....	50,100	49,300
Wichita, Kan.....	73,000	75,000
Bloomington, Ill.....	46,400	31,100
Marshalltown, Iowa.....	60,000	44,400
Nebraska City, Neb.....	163,000	114,000
—Price Current.		

Chicago Markets

LARDS.

Choice prime steam.....	a 5 1/2
Prime Steam.....	a 5
Neutral.....	a 6 1/2
Compound.....	a 4 1/2

STEARINES.

Oleo-stearines.....	a 1 1/2
---------------------	---------

OILS.

Lard oil, Extra.....	42
" No. 1.....	30
" No. 2.....	27
" No. 3.....	24
Oleo oil, "Extra".....	a 6 1/2
Neatfoot Oil, Pure.....	45
" Extra.....	35
No. 1.....	28
Tallow Oil.....	32

TALLOW.

Packers' Prime.....	a 3 1/2
No. 2.....	3 1/2
Edible Tallow.....	a 4

GREASES.

Brown.....	2 1/2 a 3 1/2
Yellow.....	2 1/2 a 2 1/2
White, A.....	3 1/2 a 3 1/2
" B.....	3 a 3 1/2
Bone.....	2 1/2 a 3

BUTCHERS' FAT.

Rough shop fat.....	1 1/2 a 1 1/2
Inferior or black fat.....	a 1 1/2
Suet.....	a 2 1/2
Shop Bones, per 100 lbs.....	25

COTTONSEED OIL.

P. S. Y., in tanks.....	22
Crude.....	20
Butter oil, barrels.....	27

FERTILIZER MARKET.

Dried blood, per unit.....	1.70 a 1.75 Chgo. f.o.b.
Hoof meal, per unit.....	1.45 a 1.50 "
Concent tankage, 14 to 15 p.c.p. unit.....	1.40
Unground tankage, 10 to 11 p.c.p. unit.....	1.60 a 1.70
Unground tankage, 9 & 20 p.c.p. unit.....	1.50
Unground tankage, 8 & 20 p.c.p. unit.....	1.30 a 1.40
Unground tankage, 7 & 20 p.c.p. unit.....	1.30
Unground tankage, 6 & 20 p.c.p. unit.....	1.30

Market firm.

HORNS, HOOFS AND BONES.

Horns No. 1.....	\$190 per ton 65-70 lbs. average.
Horns.....	\$19.00 to \$21.00 per ton
Round Shin Bones.....	\$62.50 to \$67.50 "
Flat Shin Bones.....	\$38.00 "
Thigh Bones.....	\$92 per ton, 90-100 lbs. average

PACKERS' SUNDRIES.

Pork loins.....	7 a 7 1/2
Pocket Pieces.....	3 1/2 a 3 1/2
Tenderloins.....	13 a 13 1/2
Spare ribs.....	3 a 3 1/2
Trimnings.....	3 1/2 a 3 1/2
Boston butts.....	4 1/2 a 5
Cheek Meat.....	3 1/2 a 3

CURING MATERIALS.

Sugar in New Orleans is quoted as follows:	
Pure open kettle.....	4 a 4 1/2
White, clarified.....	a 5 1/2
Plantation, granulated.....	a 5 1/2

Market strong.

COOPERAGE.

Barrels.....	67 1/2 a 70
Lard tierces.....	95 a 97 1/2

It is reported that the Virginia-Carolina Chemical Co., of Richmond, Va., has about completed negotiations for the purchase of four large fertilizer plants in Georgia. It is believed that arrangements are practically completed for the purchase of the four plants in Georgia of the Southern Fertilizer Co. The latter plants are located at Atlanta, Savannah, Rome and Cordele.

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Creamery, Western, extras, per lb.....		a	19%
" " firsts	18	a	19
" " seconds.....	16½	a	17½
" " thirds.....	16	a	16
" State extras		a	19
" " firsts	18	a	18½
" " thirds to seconds	18	a	17½
State dairy, half skin tubs, fancy		a	17½
" " " firsts	16	a	16½
" " tubs, thirds to seconds.....	13¾	a	15
" time	13½	a	14½
Western, dairy, Aneet.....		a	18½
" " second to first	12¼	a	14½
" imitation creamery, extra	10	a	16½
" " " firsts	14½	a	15
" " " seconds.....	13½	a	14
" factory, extra		a	14½
" " firsts		a	14
" " seconds.....	10	a	14½
" " lower grades	11½	a	12½

Retail Department.

COL JOHN F. HOBBS, - - - ASSOCIATE EDITOR

EDITORIAL.

DEPARTMENT STORES—HARD FACTS.

The department store sits like an incubus on the breast of the retail trade. There are those who go to this kind of "cheap John" curiosity shop and buy a lot of inferior stuff, discover their error, then go and do it again upon reading the new version of the same old advertisement. These are the same helpless creatures who read the spectacular vaulting and high sounding bills of a fraud of a circus, cuss it out, swear off and then go to the next one of the same kind because it dazzles their brains with bill board placards. These things suck the domestic purse, disorganize legitimate trade and do an injury to honest business. If a legitimate article is purchased in a department store, the regular trade price is paid for it, but there is the trade fraud next to it whose cheaper price and the cheap talk of the cheap employee who says "it is just as good" draws the customer into a senseless purchase. Out of one hundred articles purchased at a department store, seventy-five are dear at any price, and are either hurriedly used or thrown away in the home. There is the waste which injures every one.

The great scheme for profit of these false trade institutions is based upon two things: (a) upon fairly well paid heads of departments who hire and drive an army of cheap help under them. There is a concern in New York City, for instance, which has something like fifty general departments and 200 sub-departments, each having its superintendents, floor spies and detectives, and its army of low-paid girls and men. In all this aggregation of between four and five thousand employees, not more than two hundred receive decent salaries. About ten or fifteen are highly paid—very highly. There are not many men qualified for the sharp, brutal, and driving work necessary to a department store. These are in demand and the success of the department store rests in their brains. Hence they command a price which look ridiculous beside the salaries and the prices on the floor. They are the best paid men in commercial life in New York. To offset this expense and others these master minds use hard times and the efforts of honest girls to keep pure by being at work at any price. The hard pressed portion of the situation seekers are hired at a weekly wage which ranges from \$3 to \$6 per week. In the establishment referred to nearly four thousand employees draw an average weekly wage of barely \$4.50, or \$1.50 less than that paid in the average retail store of the legitimate kind. On four thousand

employees that amounts to \$6,000 per week, or \$312,000 per year or more than 5 per cent. on \$5,000,000 per annum, which is not a bad dividend on that respectable capital. Divided into a \$3,000,000 premises and a \$2,000,000 stock make quite a large concern. This is not all. The sneaking floor watchers make their own salaries by success in catching girls and boys on trivial offences in themselves but offences which serve to "dock" the low salaries already paid. The average dockage of the wages of these trade slaves amounts to an average of 12½ per cent. of the whole salaries of the four thousand. The docking in some cases amounts to 33½ and 40 per cent. But an \$18,000 weekly pay roll losing 12½ per cent. yields a fund of \$2,250 weekly, or \$117,000 for 52 weeks. Add this to \$312,000 and you have a salary bleed of \$429,000 from salaries. This competition the legitimate trader must meet. It is over 8 per cent. on \$5,000,000 capital before the trade sucker begins to compete. (b) The other great stroke which the department store pulls on the deluded public is the buying of goods which imitate or take the place of known and reliable trade brands, and in the purchase of the "tailings" of houses that must make room for newer and fashionable goods. These old "tailings" look as well as any other because the customer cannot detect the fact that dyes and starch have eaten or rotted the life of the threads and, hence, there is no wear to the fabrics. With these are mingled imitation stuff to confuse and snare the purchasers. The legitimate trader has to compete with this trash. It all looks nice in the window and on the counter to which the flaring advertisement attracts and draws the unwary public. The honest stores and shops of this country protest against such trade, and such trading methods and we think the public should also. To this end the retail marketmen are asking for legislation and we feel that the pulse of honest trade will beat for them and thus stop the present tendency of snide concerns to manufacture goods specially for the department store trade and the tendency of these illegitimate concerns to bastardize trade. Let us have honest stores, honest methods and honest men.

Wholesalers Demand the Cash.

The wholesalers are doing the retailers a real, but unconscious service in so enforcing the cash conditions of their own business against the retailer in some sections, as to make it absolutely necessary for the retailer to demand cash from the customer. The cash basis disposes of the "dead beat" in one act, and brings with it other blessings to the marketman. It may rid the trade of the butcher who sells at ruinous rates and then beats the wholesaler in some way to even up the loss. This new order of things has shaken up matters and worked a revolution in Worcester, Mass., among other places. Up there the retailers have issued a ukase compelling their customers to pay cash daily, or settle their accounts weekly—no more monthly bills. This is necessary, because the wholesalers require weekly payments for carcasses, and the marketman must have the cash or shut up shop. A cash basis is simple, easy, safe, and better any way you look at it.

RESIGNATION OF C. D. MOULTON.

Mr. C. D. Moulton, who has been the manager of the New York Butchers' Fat Melting Association, and practically its founder, tendered his resignation to the Board of Trustees of said association on Aug. 9. No quorum being present at that meeting, action was taken at the meeting of the Board of Trustees held on Aug. 15, when the resignation of Mr. C. D. Moulton was accepted to take effect at the termination of his contract, that is, on Sept. 3, 1898. Mr. Harvey Hackett was temporarily charged with the management of the New York Butchers' Fat Melting Association, Mr. C. D. Moulton going on a vacation up to the end of his contract term.

A Big Beef Bill.

The American army is eating 600 steers a day in addition to hogs and sheep. In 30 days this herd of dead cows amounts to 18,000 or about 12,000,000 lbs. Beef has always been a staple diet for soldiers, and yet it is but a load to his stomach, as there is, comparatively, very little nourishment in it. It is savory and wins its place by its pleasure to the palate. The army in Cuba, Porto Rico and Manila eat more beef daily than the whole population of Chicago. The army in Manila is beefed from Australia, which is the nearest safe base of supplies. The soldiers of the continental armies in the Franco-Prussian war as well as in the Civil War in this country never ate refrigerated meat. They foraged for their fresh meat, the Government supplying cured stuff. The American army in the tropics eat like the peace army at home. The thousands of tons of fresh beef shipped to the West Indies for our soldiers cost Uncle Sam 9.37 cents per pound, and he pays cash for his goods.

Money in Rabbits.

The exportation of rabbits from New Zealand has assumed such dimensions that it has got beyond the experimental stage, and has become an important industry. One exporter at the present time is in receipt of between 15,000 and 20,000 rabbits per day, and is paying to trappers and in wages between \$4,000 and \$5,000 per week. He has 24,000 traps out, giving employment to about 500 trappers. Last year his export of rabbits was about 700,000, and he expects to send away about 1,500,000 this season. By this exporter alone about eight truck loads of timber are used every week to make the boxes in which the rabbits are frozen and exported, while he pays more than \$500 a week for freight. Another exporter reports that he has already this season disposed of more than 260,000 rabbits. It is estimated by one expert that the total output of the colony this season will reach 6,500,000 rabbits, while another estimate is 5,000,000. Taking the lowest price, six cents each, for rabbits, the sum that will be distributed among trappers will exceed \$300,000, and it is calculated that the total amount received in the colony as the proceeds of the rabbit export industry for this season will be between \$500,000 and \$750,000. At this rate, the rabbit plague may prove to have been a blessing in disguise after all.—N. Y. Exchange.

Drink, Puppy, Drink.

An ingenious soap man in London, a few years ago, who understood that successful notoriety must be pleasant notoriety, had the happy idea of placing little dog troughs all about the streets, emblazoned with his firm's name and the legend "Drink, puppy, drink." His brand of soap had a gratifying vogue through this agreeable presentation.—Time and the Hour.

Trade News and Hints

MECHANICAL REFRIGERATION VS. ICE Actual Cost of Operating a 3½ Ton Refrigerating Plant.

(Specially written for The National Provisioner.)

No. III.

This particular plant was operated in one of the smaller cities of the State of Massachusetts. The power was supplied from the Electric Power Company's circuit. The net price charged was 2c. per hour per h. p. A total year's bill amounted to \$705. The running time of machine was estimated to be nearly the following:

Six months, full capacity, six months; three months; three months, quarter capacity; months, half-capacity, one and one-half three-fourths month; total, eight and one-quarter months.

This would show as nearly as possible that the machine was operated to its full capacity of 3½ tons for eight and one-quarter months within the year, and equivalent to about 866¼ tons of ice melted, which clearly shows that each ton of refrigeration costs \$1.3c. for power. The approximate cost of plant and motor, belting and shaft was \$2,500, allowing 5 per cent. on the capital invested and 10 per cent. for wear and tear and \$20 per annum for ammonia, packing, oil and carbons for the electric motor, amounting in all to \$375. This should be added to the power bill of \$705, making in all a total of \$1,080 for approximately 867 tons of refrigeration, equivalent to that amount of ice melted.

The actual cost, therefore, including interest on investment, depreciation and power, amounted to \$1.13 for each ton of refrigeration. With the fairly reasonable rate of 2c. per h. p. per hour, showing the cost of refrigeration at such a low figure, taking into consideration the superiority of the temperature and dryness of atmosphere produced, it is not necessary to figure long on a comparison with ice, which is rarely obtainable in quantities less than \$2.25 and \$2.50 a ton on the average.

The rate of 2c. per hour per h. p. is a reasonable rate. This price, however, is not confined to only one city in this great land of many States. This power can be found in a large number of the smaller cities. The electric power companies are fully alive to the fact that where they can supply power to machines of the refrigerating class, they find them to be the best customers, for the simple reason that the service is almost a continuous one, and the electric companies can well afford to make reasonable rates in order to encourage this class of business. With electric lighting, it is necessary to have a large plant

which is in full operation only for that period of time when the lights are needed. This time only amounts to a few hours out of the twenty-four; particularly is this the case in the summer months, when the days are long.

The customer who buys light has naturally to pay enough to cover the investment standing idle during so large a portion of the twenty-four hours. In winter, when the hours are long, the light is needed for a greater number of hours.

The power supplied to a refrigerating plant seems to come in just at the right time; that is, it is needed the most in summer time and less during the winter months, and, as the service is almost continuous, the power customer gets a fairly low rate because the electric power plant is not standing idle, but is earning money on the investment right along.

In such places where a reasonable electric power rate cannot be obtained, there is a choice of other suitable power, such as gasoline engines, gas engines and oil engines. The former is only suitable in the smaller country towns, where there is an opportunity to place the gasoline storage tank some distance from the store or house, the insurance rates being raised considerable, or, in fact, insurance will not be allowed where there is a large amount held in the storage tank in the building.

However, with gas at \$1.25 per thousand cubic feet, the cost of operating refrigerating machines is almost identical with the electric power, 2c. per h. p. rate. The gasoline engine is also able to produce power at approximately the same cost. A coal oil engine is really the most economical. An oil engine, using oil at 150 to 220 degrees flash point, at present rates, will furnish a break horse power of 1c. per hour, and the insurance rates are not raised. These oil engines, a number of which are on the market, are perfectly automatic in their operation, and are doing good service wherever set up. At this rate of 1c. per break horse power a ton of refrigeration can be produced from 65c. to 75c. for power, depending somewhat on the temperature of cooling water for the ammonia condenser. The colder the water the less power is needed for the compression, and consequently the running expenses are lessened.

Ammonia compression refrigerating machines will take, on an average, from 1½ to 2 gallons of water per minute per ton of refrigeration, depending, of course, entirely upon the temperature of same. A fair average temperature would range from 65 to 75 degrees F. The amount of power used per ton of refrigeration with these condensing water temperatures would range from 1½ to 1¾ h. p., with properly designed machine, running freely, and with ample condenser.

Below we give a table showing the approximate cost of plants of different sizes, from ½-ton capacity to 10 tons; the cost of operating same with electricity and gas at a given rate; also the cost of operating these machines with an oil engine.

By comparing column 7, which gives the

tons capacity furnished per annum, with column 10, which gives the entire cost of refrigeration, including interest, depreciation and supplies, using electric power at a given rate per horse power per hour, we find the total cost of the amount of tons.

By comparing column 7 with column 11, we will also find the cost when using an oil engine which furnishes horse power at the rate of 1c. per hour.

Cost of operating refrigerating plants with electricity and oil engines. Gas at \$1.25 will be about the same as electricity at rate given below.

1.	Rated tons capacity.
2.	Actual tons capacity.
3.	H. P. required.
4.	2c. rate per h. p. per hour.
5.	Approximate cost of plant.
6.	Total cost of electric power for 8¼ months, full time.
7.	Amount of tons refrigeration per annum.
8.	Interest on plant, investment, 5 per cent. plus 10 per cent. depreciation.
9.	Cost of supplies, oil, ammonia, carbons, etc.
10.	Entire cost of refrigeration, including interest, depreciation and supplies, using electric power at 2c. per h. p. per hour.
11.	Entire cost of refrigeration, including interest, depreciation and supplies, using oil engine, h. p. costing 1c. per h. p. per hour.

John Davies Buys the Utica Packing Plant.

Mr. John Davies has purchased from the Second National Bank of Utica, N. Y., the well-known Utica Packing House. This is new and fully worth \$75,000. The concern was very recently fitted with the latest improved fixtures and machinery at a cost of \$40,000. Mr. Davies is widely known in the meat trade. He is a man of very large experience. The fact that Mr. Davies had purchased this large plant in itself caused speculation to be rife as to whether he would sell the property to some responsible capitalist, organize it into a stock company, or run it himself. The opinion of those nearest him is that he will either sell if a fair offer is made, or organize a stock company to operate it. The plant is a valuable and a desirable one.



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NATIONAL CONVENTION AT NEW HAVEN.

Mr. Kellogg declined the office of outside guard, but when no one else would nominate any one else, he accepted the inevitable in a characteristic and humorous speech. He



CAPTAIN C. E. HART,
Eastern 1st Vice-President.

C. E. Hart, the first vice-president of the Eastern Association, is a well-bred, well-educated and wide experienced man. He is of the noted line of Harts who settled in New England, and after whom Hartford (Hart's Ford) was named. The family tree of this line contains many distinguished and noble names in England. Its old spelling was Harte. Its line extended, it is believed, into Ireland. Captain Hart fought through the late war and rose from the ranks to Captain. His bravery was conspicuous on many a hard fought field like Fredericksburg. Any one looking at the quiet repose of the man can see the soldier and gentleman in him. It is needless then to say that the veteran is trusted and respected by every one.

said: "As there is but one nomination, and they won't nominate any more, I move that nominations be closed and that the secretary be authorized to cast one vote for George F. Kellogg." This was done faster than you can mention it. Then the successful candidate amid a unanimous demand arose and said: "I congratulate myself for successfully nominating and unanimously electing myself to the important office of 'worthy outside guard' because nobody would take it away from me and I didn't want it." In his intensely humorous strain he kept the delegates convulsed with laughter from one spasm of fun to another. One might easily imagine the incarnation of Mark Twain in the person of George F. Kellogg, for his wit and drollery were of the highest order of that of the famous humorist. Ex-President R. T. Milleman, of the Brooklyn, (N. Y.) Association, was elected one of the trustees. Ira W. Stillman, State secretary and State organizer of Connecticut, was elected a trustee also. Maurice O'Brien, of Meriden, was the third trustee.

The usual committee was appointed to revise the old constitution and by-laws of the late National Association and adjust it to work the new National Association of seven members; for the name will not be changed, though the order of things will be, in a measure. The Supreme Council of seven will be designated the National Retail Butchers' Protective Association of the United States, while the Eastern and the Western Associations will be two annual bodies working un-

der it. In other words, they will be the divisible body of the National Association with itself as a head. As the national head will meet every two years instead of one, the president thereof will be elected for that term. As the two associations under it meet annually and elect their officers yearly, the body of the Supreme body, with the exception of the president, may change annually, as they make up the other members. As the secretary and other officers are elected from these, they can hold but one year. If the Western local associations form a Western National Association under the Supreme body over which Mr. Wagner is elected to preside, the election of the officers of that association will perfect the organization of the new National Association and make it a fact. If, however, the Western associations will either not associate nor align themselves with the Eastern Association under the new national order, there will be no National Association. To make it a fact there must be an affiliated Western Association to complete the machinery. We fear there will be some trouble through this, and hope it will be overcome so that all butchery may move and work harmoniously together. When the Western Association is formed under the new constitution, President-



DANIEL J. HALEY,
Eastern Secretary.

elect Wagner will call together the three officers of the Eastern and Western Associations who form the National Association under him, and organize for the working of that function. The Eastern Association accepted the invitation of New York City to hold its first convention there the first week in August of 1899. The New York City brothers have promised them a good time, and they will give it.

Thursday morning's session of the Eastern Association was spent in confirming the nominations and action already taken, and to discuss the affiliation with the grocers.

The Eastern Association contains the Atlantic and the New England States. It goes as far West as and includes Ohio, but does not include West Virginia and States South of it.

As one of the leading reasons for division of the body was the expense of sending delegates to the conventions, the West will find that trouble still exists with it.

Since writing the body of our report the Western delegates got together and organized

the Western Association, with the following officers: Nicholas Lau, of Burlington, Ia., president; Axel Mayer, of Omaha, Neb., first vice-president; John Knox, of Wheeling, W. Va., second vice-president; Frank Snouffer, Cedar Rapids, Ia., secretary; John H. Schofield, of St. Louis, treasurer, with W. H. Hazard, of Seattle, Wash.; W. J. Weber, of St. Louis, Mo., and A. Mann, of Iowa, as trustees. The first convention of the Western Association will be held in St. Louis, Mo., about the same time in August as that of the Eastern Association in New York.

The department store question came up, was well ventilated, and left for the next convention to deal with. The sentiment was against them. The convention declined to consider the grievances of Brooklyn until they had been handled by the State body.

The question of amalgamating with the grocers was introduced, and left to the separate State Association, who would then come up with whatever membership they had, and the general associations would recognize them. The feeling in the convention was one of open-arm friendliness to the grocers and the feeling is to welcome them if they wish to come in and "bunk" with the butchers. We think these two sets of marketmen are natural allies and should join hands and forces to fight the battles of their common cause against unfair encroachments.

Daniel J. Haley, Eastern Secretary.

The big American born, but Hibernian bred lad who has been elected first secretary of the Eastern half of the duplex body of the National Retail Butchers' Protective Association is Daniel J. Haley, the Recording Secretary of the Troy Association. He stands about "six foot two" in his stocking feet, and is broad in proportion. Mr. Haley, who is a sort of red devil to Governor Black of New York State on association matters, was born at Boston, Mass., of Irish parentage on Oct. 31, 1853. When his parents moved to Troy, N. Y. in 1856, Daniel came with them because he was only three years old, and he had to or be duly spanked. He received his primary education in the public schools and finished off in the Troy High School, which is an excellent institution. In 1874 Mr. Haley entered the meat business and he has been in it pretty nearly ever since. For eight years he has also been in the ice bus-



E. F. HOPTON,
Eastern 2d Vice-President.

ness, which may account for his giving the cold shoulder at times when warmth is not necessary. When the Retail Butchers' Protective Association of Troy was formed

Daniel J. Haley was one of its charter members. He was elected its first Recording Secretary and has been annually re-elected ever since. He is one of the trustees of the New York State Association and is also chairman of the Legislative Committee of his State Association. The New York delegation unanimously selected Mr. Haley as its caucus nominee at New Haven and he was elected secretary of the Eastern Association.

Wednesday was a hard day for the delegates. They had set the rock and the flood-gate to grind all of the grist that day and they did so by an early start and a late finish. The convention came to order Wednesday morning at 9:30 o'clock and ended the day's work when the third session adjourned at 11 at night. The time was favorable for work because the rain poured incessantly all day.

THE DRIVE.

Thursday morning's session was merely for confirming the officers, formally adjourning, and saying "good-bye." At 1 p. m. the delegates assembled at the Hotel Garde—and lined up for the beautiful drive to East Rock, better known as High Rock Grove. This is an aerial park lifted bodily into the air nearly 300 feet and sits spread out over the curious columnar stone formation which has a stately picturesqueness standing out there alone above the rich verdure of the pretty green valley in which glisten the tortuous little "Snake" river on the one side and Lakes Whitney and the Quimpac river on the other. High Rock Grove is the property of the city of New Haven. Above the precipitous bluff facing the city rises a splendid aurelian column 150 feet high. It is New Haven's tribute to the heroes of Connecticut who fought and fell in the late Civil War. It is an honor to the city and to the heroes.

When East Rock presented itself as a fitting spot upon which to erect so imposing a memorial a tenacious "squatter" successfully claimed "lord proprietorship" to that knob of the earth. He was finally paid \$25,000 to get out, which he did with thanks. His name was Stuart or Stewart. He built a row of flats on the top of the valley which rises up from the river to the city and faces the odd looking mountain across the stream. This "squatter" is now dead, and a mortgage of hungry nature about ate up the sum he received for his property. The drive



JOHN H. SCHOFIELD,
Western Treasurer.

which was started in an innocent mist and ended in an annoying little mountain drizzle on top of the mountain was, withal, a very pleasant diversion. The New Haven Association had provided closed carriages with amply protected glass windows so that in any event, the guests could survey the land-

scape en route. The route lay out through Whitney avenue and back through Farnham avenue, then around the Yale buildings. President Sattig of the local society, and Chairman Hart of the Committee of Arrangements were as active as Jersey "skeeters" in keeping the visitors alive to the situation. The driveway to the top of the Rock is a lovely one, over an evenly graded serpentine road which zigzags on the breast of the tall giant of the plain until by easy grades the vehicle rolls out upon a charming plaza of fertile green sitting there alone like a great lawn in the sky. Some of the boys felt a bit the other way because the falling drizzle and the murky veil which hung in the mist without prevented a view of the beautiful scenery which frames the background of the city in the distance and the enticing picture in the foreground.

"That's hard," sighed a Connecticut gentleman. "Well if it is it's the only hard thing up here, besides rocks," retorted a delegate from Buffalo with a tinge of remorse in his tone, as he strolled from the soft drinks counter in disgust. We encouraged him by our example to drink the excellent ginger ale, but he looked on us with such



FRANK SNOUFFER,
Western Secretary.

disdain that we pursued the subject no further, pursuing the waiter instead. The hospitality of the local brothers was open and the city ordinance had to be observed in High Rock Park because a fellow with a light head might try to descend the side of the Rock like the dead crow flies. So they keep things soft up there.

THE BANQUET.

In the evening the clambake at Lighthouse Point ended the round of pleasures planned for the visitors. The long string of carriages had hardly trailed out, after the return from the seven or eight mile drive to East Rock, before the delegates who were enjoying a shore spell of friendly reunion at the hall in the insurance building, were called out for the trolley ride. Three or four large cars awaited them at the corner of the park on Chapel street. These were soon comfortably filled and the happy crowd were, as one of the better informed boys said: "electrocuted along" toward the point where a lot of good things and two old muzzle-loading cannons—the latter placed there during the early stages of the war scare—to welcome them. After a general walk around to let the army of waiters get things in order, during which some of the guests took a swim, the pleasure-seekers headed for the banquet hall. The rain

still threatened, though the downpour had actually ceased.

Because of the general inclemency of the weather many of the convention delegates, and those who had attended as interested spectators, left during the day and early evening for their homes. Some went the night before. In spite of all drawbacks and dis-



CHARLES H. STEELE,
Secretary Springfield Association.

couragements more than one hundred sat down to the dinner, and brushed all thoughts of care from every nook and corner of their thoughts. It was yet early in the evening when Alderman Geo. F. Kellogg, the inimitable toastmaster, took his seat with Mayor Farnsworth of New Haven and President-elect Joseph F. Callahan at his immediate left, and C. E. Hart, first vice-president-elect and the associate editor "The National Provisioner" at his immediate right, while the other guests sat around the ends and back of the table of honor, and along down both sides of the three long legs which led away from it.

Chairman Hart rapped the assemblage to order about 8 p. m. Mr. Kellogg then arose amid a perfect uproar of applause. When the demonstration of pleasure subsided he called upon State Secretary Ira W. Stillman to ask the blessing, which this pious gentleman did in a very pretty plea. After "grace" the toastmaster said:

"Ladies and Gentlemen and Brothers of the Retail Butchers' Association: Some things I say to-night will be true and some may not be, so you can take your choice. It has rained and spoiled things, but not the cooking. The management wishes me to announce its regrets. All did not come who were invited. The management wishes me to announce its regrets. I am called Kellogg. The management wishes me to announce its regrets. In a picture here in a cut before you I have whiskers on my face. On a face I have here before you there are no whiskers. The management wishes me to announce—" that's all the further he got as laughter drowned "its regrets." Then he told a funny story about Hull and announced that he had told "the Hull trouble." After that he called upon Mr. Stillman of Danbury, Conn., to respond to the toast, "Our Craft," which he did in a fervent speech. "Our craft," he said, "is one of those on the sea of business. We are buffeted by the storm. We are the suppliers of food to the outside world, and we are getting relief. Our association protects. It protects three parties, viz.: the wholesale

dealer, the retail dealer and the consumer. The wholesale dealer, because we are getting ourselves in a position to pay cash; we protect the retailer, because we do; we protect the consumer because we provide food fit for the table and not the impure trash which was once sold in an unintelligent and careless way. I can tell a church story because I belong to the church." Then he told a teaser about "John and Me." The speaker was loudly applauded. "I want to set myself straight right here," said the toastmaster, rising with a smile. "If any of them say they are taken by surprise and did not expect such an honor and the like, don't believe a word of it. They've all been asked by me to speak, and consented, and some of them came and asked me to ask them to speak, so don't believe a word they say. Now let the show proceed."

After the laughter subsided the subsequent speakers found their little preliminary "unexpected" talk shaved off.

In the absence of Mr. George Thomson of New York City, Secretary Charles Young was asked to respond to the toast "Our Country." He made a nice speech. In concluding it he said: "Right or wrong, we stand by her. Our country is matchless and sublime. Sublime in peace and invincible in war." The resounding cheers showed that all the true patriots were not at the front.

Miss Hattie B. Wallace, the pretty little 8-year-old daughter of National Treasurer F. J. Wallace, of Meriden, Conn., was lifted on the table by request of several delegates, who called for the "youngest honorary member of the association." Her sweet little face bore the spirit of a heroine as she recited a beautiful war poem. She carried Connecticut by storm with her girlish shyness and her patriotic spirit. She should be rechristened "The Young Goddess of Liberty," for she looks and feels it. Toastmaster Kellogg then rose and gave a wicked look at Mayor Farnsworth as he said:

"We have the Mayor here with us. He has kept the police and the Yale students off of us, for which we are all grateful. I beg His Honor to address us."

The Mayor met a storm of applause as he stood up. He spoke nicely about the healthy, hungry people before him. "We all have to

come to you for something to eat, and we are glad to feed you in New Haven. I drop in to see my butcher friend after all his customers have gone and take what is left." He made a fine speech.

Mr. Kellogg in an inimitable manner recited the way a lady pays her car fare and then called upon First Vice-President Hart to respond to the toast, "The Ladies." Mr. Hart appreciated the honor and delicate task but thought it the biggest roast of the evening. "I made out the list," he said, "and didn't make it out for me to propose the toast of 'The Ladies.'" Then he mixed fun and sense so fast that the audience revelled with itself. "Woman without her man is a savage," he began. That wasn't right, so he corrected the punctuation and said it over thus: "Woman! Without her, man is a savage." The ladies present thereupon took the pucker out of their lips. He told of the little boy who loved fun, and said, in the Zoo: "Ma, let's go and see the monkeys." "We'll go home and see father instead," she replied.

Captain Hart is a graceful and an effective speaker at all times. President Callanan of the new Eastern Association, being called upon to respond to "Our Association," said: "We have had great losses. This shows that butchers have been generous and have run behind in their accounts by trusting the ungrateful portion of the community. We have banded ourselves together to gather in our dues, square with the faulty customers, and then bid them God speed. With the help of Providence, a little assistance of our own and some needed legislation we can get on a cash basis. To this end the Dubuque bill was drawn and passed in my State of Massachusetts. We must get ourselves together to fight our battles and \$200,000,000 of wholesale capital pitted against us."

Mr. Callanan, who is a descendant of the Earl of Meath and other notable historic blood, and himself a prominent character in the public life of his State, did more to pass the famous Dubuque debt-collecting bill than 50 marketmen in Massachusetts. To him belongs the praise for the passage of that bill, which we will publish next week for the information of the trade. He closed his toast-speech with this business query: "Why should we pay 8½ cents per pound for meat when it should be 6 cents?" and answered the question with the single word "trust." The toast list was cut short because of the lateness of the hour, some delegates having to catch certain trains. The cars being in waiting, they were soon filled. A comical and well executed dance by Mr. Donnelly and "Armour's man" added to the "colored" band music and a highjinks dance by one of the colored company, held the crowd for ten or more minutes. Then the trolley got on to the circuit and we were "electrocuted" back to town. The convention was now but a pleasant memory, and a link in the past.

Secretary Chas. H. Steele.

Mr. Charles H. Steele, the untiring secretary of the Retail Butchers' and Grocers' Association of Springfield, Mass., was born at Middletown, Conn., in 1863. He is, therefore, 35 years old now. He spent most of his time in Bolton, Conn. In his boyhood days he attended the Middletown High School until he reached the age of 14. At the age of 17 he went to work for B. Frank Steele, his uncle, who was a wholesale fruit dealer. He remained in this employ for six years, working from the bottom to the top. He then moved to Springfield, his present home, with the proverbial "half crown." In other words he was not a capitalist. He soon started business on his own account in a small grocery store. In three years his business outgrew that small place. He then built a large store in Highland, stocked it, and built up a big trade. When he built that store it was in the residential part of the city and the folk were so enraged that they would not trade with him. They carried on a house "boycott" to drive out the intruder. Now they flock to his ample counter. He sold honest goods at good prices. Six years ago Mr. Steele took with him Mr. Charles M. Bugbee, his brother-in-law, and present partner. Both of these are shining members of the Springfield Retail Association, and have a fine name in every sense.

Their firm name is Charles H. Steele & Co. This concern now employs eight men and two bookkeepers, besides the two partners. Most of their summer orders are solicited on bicycles, and they do not take any orders further than a mile from their store. Mr. Charles Steele, the senior partner, was, a year ago last July, elected secretary of the Retail Butchers' and Grocers' Association of Springfield. In the association he is justly called "the hustler," because he is at every meeting and always pushing the interests of his society. Secretary Steele also belongs to the Springfield Lodge of Masons, Amity Lodge of Odd Fellows, Royal Arcanum, and several other societies. He is not a bad sort of fellow to have around. He's the best Steele in Springfield.

In the Far West.

J. P. Hoffman has been sentenced at Los Angeles, Cal., to pay a fine of \$200 or serve 100 days in the county jail, for attempting to extort money from Simon Maier, a wholesale and retail butcher of that city, on threats of arrest of the latter for having sold diseased meat. Maier got ahead of Hoffman, however, and at the same time that the money, \$500, was paid over, Hoffman was arrested for extortion.

There is considerable adverse comment being made in San Francisco at present over the quality of the meat furnished to the prisoners at the Central Station and the County Jail. It is claimed that the meat is really not fit to eat, although the price paid is sufficient to pay for wholesome food of good quality. The attention of the Board of Health has been called to the matter, and it is said that in the future an attempt will be made to have a health inspector on hand to look over the supplies.

Henry Strobel, of the butcher firm of Strobel, Neudeck & Co., Haywards, Cal., died at that place recently, at the age of 62 years. He was a native of Germany. It is estimated that he was worth about \$75,000, the largest part of which was in interest in the meat business, the rest being in real estate and other property.

J. K. Vlier has sold his meat market at Pasadena, Cal., to B. F. Baker, of El Monte, Cal.

Crossly & Schief, of Pasadena, Cal., have bought the Union Meat Market at Long Beach, Cal.

The Thurston County Meat & Produce Co., of Olympia, Wash., has petitioned for a dissolution of partnership.

It's Hill's Dry Cold.....



This is one of our many styles of butcher boxes. Not as ornamental as many we have built, but it is a MEAT PRESERVER and an ICE SAVER.

NO MORE SPOILED MEATS or EXORBITANT ICE BILLS.

Our reputation and guarantee back of all our work. That is worth something, isn't it? And they cost no more than the inferior makes. Write for Catalogue.

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TRACKING A SPECIALTY. It will pay you to have our prices on Tracking and Rollers.

An Important Economy.

Ice boxes and refrigerators are not only necessary, but to make a success of business retail dealers need good ones. The weakest place about an otherwise good refrigerator is at the doors.

The Stevenson Company, Limited, of 1603-29 West Third street, Chester, Pa., make a specialty of manufacturing a door that they claim forms a perfect seal at the top, bottom and corners, which cannot stick, leak or wear out. It works from either side, gives clear door-way, and is made also for flush floors. Good walls avail little if leaky doors are used, and the loss when they are allowed to stand open is even more serious, as is fully appreciated during warm summer weather when the door is open to an ice box; the fog caused by the rush of cold air outward at the floor mixing with the damp outer air, which is likewise caused by the in-rush of damp air into the box at the top of the door, which upon examination will show that this moisture has very largely been deposited upon the meat or other goods. Doors are now being made that work as easily as an ordinary thumb-latch; in fact, more so. Therefore you can keep the door closed whether the operator goes in or out of the ice box. The Stevenson door is so constructed that it tightens itself continually, and it is said under the old construction of doors for ice boxes, etc., that there has been a loss of at least \$20 in the summer months in the wasting of ice alone, to say nothing of attendant losses upon meats, etc.

In order to meet the enormous demands of the trade the Stevenson door is now made in sizes to fit any opening, and can easily be applied to boxes that the retail butcher or any one interested may now have. Being hung and adjusted on a frame, all that is necessary to make the change is to push this frame into place, and it is claimed that within six months it will save its price for the dealer.

The illustration above will be found on page 30. From this one can get a good idea of the general excellence of the refrigerator door.

General Organizer Schofield Drops In.

Editor John H. Schofield, of the Butchers' and Packers' Magazine of St. Louis, dropped in to see us and to extend the journalistic hand. Mr. Schofield was National Organizer of the late National Association of Retail Butchers. He is now the treasurer of the Western Association of the National body. We chatted over general matters concerning the trade, and were pleased to find the West in such excellent trim. We hope Mr. Schofield will call again whenever he is in the city.

Mr. Frank Snouffer Calls.

Mr. Frank Snouffer, Secretary of the late National Association of Retail Butchers and now Secretary of the Western Association of the duplex body, called at the office of "The National Provisioner" to pay his respects. We were pleased with Mr. Snouffer's call and the valuable information he gave us. He is a journalist as well as a business man and we wish him eminent success in his Western work.

Mr. A. T. Clark, of Armour & Co., who is at Atlantic City for the company during the summer, is in the city. He is often in the city, but this time he reports that Armour & Co. have handled more meat at the resort about there this season than ever before. It has been a red letter season in the meat line. Mr. Clark is generous enough to say that he believes his great competitors will, from appearances, be able to say the same thing.

Mortgages, Bills of Sale and Business Record

Butcher, Fish and Oyster Fixtures.

The following Chattel Mortgages and Bills of Sale have been recorded up to Friday, August 19, 1898:

BOROUGH OF MANHATTAN.

Mortgages.

Thorst, J. W., 2255 3d Ave.; to F. Kuhn (filed Aug. 16).....	\$185
Thorst, J. W., 2321 1st Ave.; to J. Goll (filed Aug. 16).....	410
Holtzer, J., 191 Borman St., Brooklyn; to J. Sealar (filed Aug. 17).....	50
Van Gerichten, J., 29-31 Clinton Market; to M. L. Fletcher (filed Aug. 18) (R.).....	500
Flaszner, M., 57 Columbia St.; to M. Axillard (filed Aug. 18).....	100
Cosutto, J., 505 West 33d St.; to S. Caputa (filed Aug. 19).....	250
Bible, J. J., Westchester; to Emma A. Bible (filed Aug. 19).....	1,500

BOROUGH OF BROOKLYN.

Mortgages.

Schilekenecht, Jacob, 1158 4th Ave.; to Louis Roessler and Henry Davis (filed Aug. 12).....	\$400
Bowdery, Wm. H., 406 Nostrand Ave.; to Cath. A. Healy (filed Aug. 13).....	220
Merseles, Jeanne, 158 Broadway; to Albert A. Franck (Aug. 13).....	500
Cook, John, New Utrecht Ave. and 57th St.; to Henry Cook (filed Aug. 18).....	900
Martin, Samuel, 1871 Fulton St.; to J. M. & P. Scanlan (filed Aug. 18).....	100

Bills of Sale.

Kratzke, Edward, 76 Evergreen Ave.; to Fr. Waidelict, Jr. (filed Aug. 12).....	180
Schilekenecht, Jacob, 1158 4th Ave.; to Louis Roessler and Henry Dehos (filed Aug. 12).....	400
Finkelstein, Herman & Max, 122-128 Havemeyer St.; to Isaac Schnitzer (filed Aug. 18).....	400
Bijard, Adele, 122 3d Ave.; to Samuel S. Strauss (filed Aug. 18).....	10
Cook, John, New Utrecht Ave. and 57th St.; to Henry Cook, Sr. (filed Aug. 18).....	900

Grocer, Delicatessen, Hotel and Restaurant Fixtures.

The following Chattel Mortgages and Bills of Sale have been recorded up to Friday, August 19, 1898:

BOROUGH OF MANHATTAN.

Mortgages.

Ottens, Hy., 125 Ave. A; to K. Kuhlman (filed Aug. 12).....	\$700
Jennings, Ed. P., 577 8th Ave.; to J. J. Jennings (filed Aug. 12).....	575
Hawkins, J. R., 108 East 23d; to H. W. Slocum (filed Aug. 15).....	250
Pilmar, Max, 104 Spring St., Brooklyn; to E. R. Biehler (filed Aug. 15).....	127
Deixler, Max, 96 Allen St.; to Bernard Deixler (filed Aug. 16).....	800
Schmidt, Geo., 315 Ave. A; to C. Schrader (filed Aug. 17).....	150
Rosenberg & Miller, 89 Clinton St.; to F. Fischman (filed Aug. 17).....	500
Detering, H. F., Amsterdam Ave. and 180th St.; to G. F. Wischusen (filed Aug. 17).....	800
Lynch, M. J., 805 3d Ave.; to J. Kimpel (filed Aug. 18).....	235
Marble, C. C., Hotel Endicott; to 1st Nat. Bank of Yonkers (filed Aug. 18).....	8,000
Cogueron, C. O., 411 East 83d St.; to Robert Hill (filed Aug. 18).....	100
Mayer, Jos., 51 3d Ave.; to Duparquet H. & M. (filed Aug. 18).....	162
Gruckewald, N., 985 Amsterdam Ave.; to J. Dalhut & Son (filed Aug. 18).....	52
Haestner, M. E. K., 342 West 37th St.; to G. F. Lawrence (filed Aug. 18).....	48
Conkriment, M., 1559 3d Ave.; to E. R. Biehler (filed Aug. 19).....	60

Bills of Sale.

Wenzel, Margt., 34 West 135th St.; to J. Robinson (filed Aug. 12).....	250
Meilen, J., 126 West St.; to C. Snyder (filed Aug. 13).....	400
Lowe & Ottens, 125 Ave. A; to W. H. Duckworth (filed Aug. 13).....	1
Archer, J. E., 106 West 42d; to F. Zurke, Jr. (filed Aug. 15).....	3,000
Wischusen, G. F., Amsterdam Ave. and 180th St.; to H. F. Detering (filed Aug. 17).....	1,832
Puckhaber, J. B., 324 West 21st St.; to G. Liss (filed Aug. 17).....	750
Hill, Robt., 411 East 83d St.; to C. O. Cogueron (filed Aug. 18).....	100

BOROUGH OF BROOKLYN.

Mortgages.

Beelmer, Chas. H., and Herman, 113 Columbia St.; to Herman Thielbar (filed Aug. 13).....	500
Serjka, Charles, 93 North 4th St.; to Caesar Lada (filed Aug. 15).....	150
Pastora, Glenaro, 262 4th Ave.; to Errico Petti (filed Aug. 16).....	50
Freundenberg, Henry, Railroad Ave. and Havens place; to Herman F. Christofers (filed Aug. 18).....	750
Leifheit, Fred, 142 Schenectady Ave.; to Nat. Cash. Reg. Co. (filed Aug. 18).....	145
Brunner, Margt. A., and Myron D. Lincoln, 1274 3d Ave.; to Frederick Bischoff (filed Aug. 18).....	200
Ropke, Otto C., 144 Tompkins Ave.; to Nat. Cash Reg. Co. (filed Aug. 18).....	270
Cohen, Max, 158 Harrison Ave.; to Dworetzky & Schleefstein (filed Aug. 18).....	150

Bills of Sale.

Cooperstein, William, 1712 Pitkin Ave.; to Samuel Simenring (filed Aug. 12).....	50
Cantillo, Francesco, 70 Main St.; to Rosina Fasano (filed Aug. 13).....	155
Ehrlich, Samuel, 143 North 4th St.; to Annie Ehrlich (filed Aug. 15).....	200
Tietz, Bertha, Canarsie Park; to Cornelius Van Name (filed Aug. 18).....	Nom.

HUDSON COUNTY.

Mortgages.

Schwartz, Ignatz, North Bergen; to L. Heilbrunn (25 cows).....	\$761
Gatze, G. F.; to J. Schluter.....	1,000

Bills of Sale.

BUSINESS RECORD.

ARKANSAS.—Jonathan Foust, Springdale; restaurant; sold out.

COLORADO.—Farrell & Senderhauf, Grand Junction; mfrs. of soap; dissolved.

CONNECTICUT.—Tracy & Lacy, Bristol; meat market; dissolved, succeeded by James Lacy.—Foran, Dowds & Co., East Hartford; groc. and meats; dissolved, succeeded by Wm. H. Dowds.—Christian F. Fox, Meriden; mfr. sausages; receivers' quit claim to real estate.—Lee & Hoyt, New Haven; wholesale meats; attached.—Henry C. Tracy, Parkville; groc. and meats; receivers' quit claim deed to half interest in business premises.—Jos. Riegel, Seymour; hotel; bill of sale filed.—J. L. Ungerer, Seymour; hotel; chattel mtg., \$126.—Maria T. McDonald, Waterbury; hotel; assigned.

FLORIDA.—A. Mode, agt.; Fernandina; fish; dead.—J. R. Campbell, Jacksonville, Fla.; judgment, \$5,361.

ILLINOIS.—Nortman & Co., Chicago; gro. and meats; sold out.

INDIANA.—Philip Waters, Auburn Junction; hotel; burned out.—Martin Reiffel, Indianapolis; mfr. sausage; real estate mtg. \$4,000.

IOWA.—Birdsall & Ferrall, Davenport; Geo. R. Ferrall, dead.

KENTUCKY.—W. S. Tracewell, Louisville; hotel; admitted by J. L. Butler.

MAINE.—P. I. Bartlett, Bangor; groc. and prov.; chattel mtg. \$130.—Maud J. Phelan, Calais; restaurant, mortgaged R. E. \$2,500.—Fred R. Thibodeau, Grand Isle; hotel; chattel mtg. \$100.—F. S. Reynolds & Co., Lubec; meats and groc.; Forrest S. Reynolds, individually mortgaged R. E. \$800.—Thos. J. Lilly, Portland; hotel; chattel mtg. \$2,000.

MARYLAND.—G. D. Buddecke & Co., Baltimore; com'n salt fish, etc.; Geo. D. Buddecke released 2 R. E. mtgs. \$3,500.—Lewis S. Keseling and wife; retail prov.; bill of sale \$300.

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The owner of the best packinghouse establishment between New York and Buffalo would like to open up correspondence with thoroughly posted packinghouse man or responsible firm with fair amount of capital to reopen packinghouse for coming season; will sell entire interest if desired. The establishment is up-to-date in every particular and equipped with the best of machinery.

A great business opportunity for the right party. Terms, on extremely favorable basis can be arranged. Address "Packinghouse A," THE NATIONAL PROVISIONER, 284 Pearl Street, New York, for ten days.

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LOUISVILLE'S OFFICER TO CAPITAL.

The Commercial Club, of Louisville, Ky., has announced that all new manufacturing establishments will be exempted from municipal taxation for a period of five years, as an inducement for their location in that city. The club states that it will gladly answer inquiries, from those wishing definite information, and invites such correspondence. E. H. Bacon is president of the club, Angus Allmond, secretary, and J. C. Van Pelt assistant secretary.

The Treasury Department has appealed to the United States Circuit Court for a review of the General Appraisers' decision of July 15, 1898, on the protests of Joseph Hecht & Sons on an importation of hides or skins of cattle, which were assessed for duty at 15 per cent., ad valorem as hides. The General Appraisers held, as claimed by the importers, that the merchandise was free of duty as skins. The courts' decision will definitely settle the dispute as to the dividing line in weight between calfskins and hides, which involves the question of duty or free entry.

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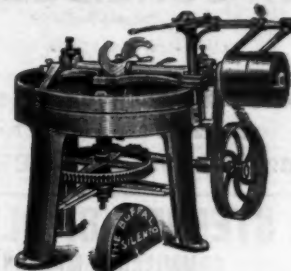
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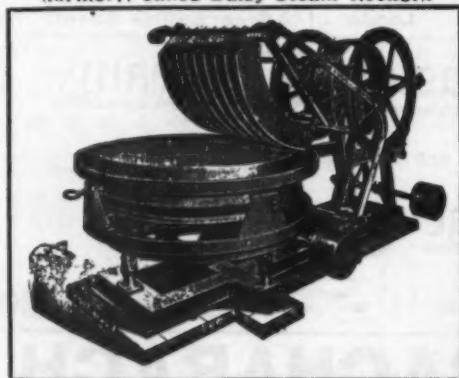
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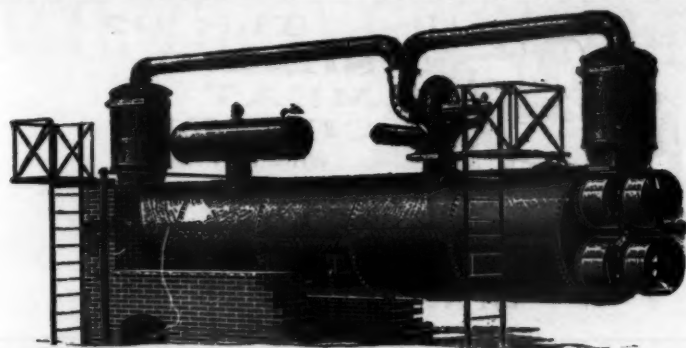
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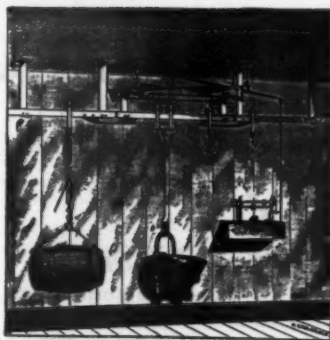
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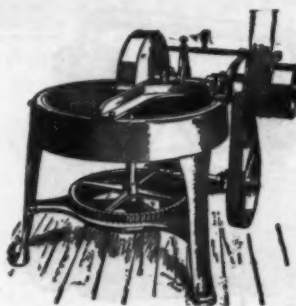
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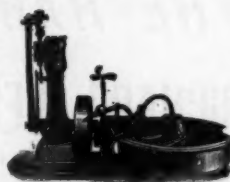
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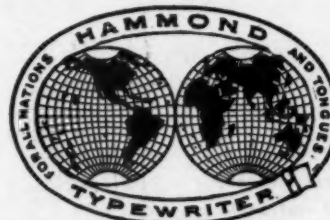
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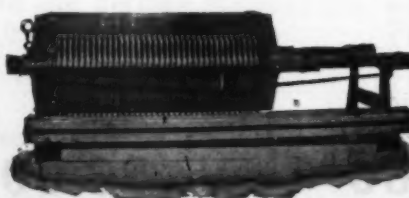
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